

Politicians give final polish to manifestoes

By NICHOLAS WOOD
POLITICAL CORRESPONDENT

TIMETABLE

ADVANCE copies of the Conservative manifesto will be presented to the cabinet today as the political phoney war of the past ten weeks gives way to the real thing. Ministers will have one last chance to tinker with the prospectus on which John Major will fight his first campaign as Tory leader before its official unveiling next week.

The Liberal Democrats were completing their manifesto last night, and Labour leaders will agree theirs on Monday.

With the three main parties jockeying for advantage as they approach the starting line for a three-week campaign culminating in the poll on April 9, their election strategies were yesterday as about details of plans for their manifesto launches. No one wants to give away too much for fear that rivals will launch "spoilers" to take the shine off the lavishly stage-managed productions that will mark the formal opening of hostilities. As one eager, young Tory remarked: "We are in wartime, now. We have to withhold information from the enemy."

Careless talk could cost votes. However, for all the cloak-and-dagger stuff, the pre-campaign timetable was beginning to take shape.

Neil Kinnock will refine Labour's appeal with a press conference this morning setting out his key election themes. He will then seek to rally his troops with an end-of-term address to the parliamentary Labour party. A few hours later, Mr Major will read the same path when he appears before the 1922 committee of Tory MPs.

Today will see the last prime minister's question time of this parliament, and MPs will vote on the Budget tax cut tonight and approve a short and uncontroversial finance bill tomorrow.

By the end of the week, the spotlight will have started to swing away from West-

minster and out into the country. Tory activists will be assembled in Torquay to receive their marching orders from Chris Patten, the party chairman. On Saturday, the prime minister will raise the stakes further when he appears before the party faithful.

Rival attractions will be supplied by the Scottish Labour conference in Edinburgh, where star billing goes to Mr Kinnock's keynote address tomorrow, and Labour's weekend London conference, featuring Bryan Gould, John Smith and Roy Hattersley.

Paddy Ashdown will hold a London press conference tomorrow before flying to Edinburgh and Cardiff to rehearse his doorstep manner. On Saturday, he will seek to drum up support among target seats in the West Country and on Sunday he will take to the hustings in London.

Parliament will be dissolved on Monday, and the Liberal Democrat manifesto will be launched then or on Tuesday. Also on Monday, Labour's national executive committee and the shadow cabinet will approve the manifesto. The next milestone for Labour will be on Tuesday, when Mr Smith outlines his shadow Budget. Mr Kinnock seems almost certain to launch Labour's manifesto on Wednesday before starting the three-week tour of the country that he hopes will lead to Downing Street.

Mr Major seems likely to try to steal Mr Smith's thunder by launching the Tory manifesto on Tuesday. By Wednesday or Thursday, he too will be embroiled in a relentless campaign dominated by breakfast press conferences, stage-managed rallies, not-so-impromptu walkabouts and endless interviews.

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Taking up the challenge: Mr Kinnock at his home in west London yesterday. Labour says a debate would be "good for democracy"



Eager for debate: Paddy Ashdown outside party headquarters in London yesterday. He has accepted the television invitation

Major fights shy of three-way debate

By MELINDA WITTSTOCK
MEDIA CORRESPONDENT

TV COVERAGE

JOHN Major, Neil Kinnock and Paddy Ashdown have been challenged by the BBC and ITN to face the electorate in a live presidential-style television debate days before polling. Such a gladiatorial contest, the first in British political history, could attract an audience of at least 20 million if screened jointly on ITV and BBC1, as planned.

Mr Kinnock and Mr

Ashdown have promised to take part but the prime minister is not so eager. Conservative Central Office said yesterday that it "seemed fairly unlikely at this stage" that Mr Major would join a live televised debate. "We're electing a parliament, not a president," a spokesman said.

Labour said that a televised debate would be "good for democracy". A spokes-

woman for Mr Kinnock said: "Neil has challenged Major to televised debate many times. We are a democracy, this is an important election and the more people are informed, the better." The Liberal Democrats said: "Mr Ashdown has long called for such a debate, but it won't happen because he will come across far better than the other two leaders."

Stewart Purvis, ITN's editor-in-chief, said: "The government of the day always goes into an election with an

advantage because of the status of the prime minister. A head-to-head debate is considered to put that at risk." A debate was more likely, he said, if the Tories started to trail badly in opinion polls and Mr Major chose to trade on his personal popularity, he said.

The broadcasters' challenge to the three party leaders came as the first salvoes were fired in the battle for voters throughout the campaign. ITN claimed that its coverage would be "sharper

than the BBC's and "not ponderous". Mr Hall, meanwhile, promised that the BBC would be "the nation's debating chamber" and rejected suggestions that its output would be anything less than "superior".

ITN and the BBC promised balanced and impartial coverage and vowed to not let an ever-increasing barrage of complaints from the three parties interfere with their editorial independence. They would set the agenda, not the politicians.

Tories act to fill vacant seat

By JILL SHERMAN
POLITICAL CORRESPONDENT

THE Northumberland seat of Alan Amos, the Conservative MP, is the only remaining constituency in the country without a Tory candidate for the election.

Mr Amos resigned as MP for Hexham earlier this week after he was cautioned by

CANDIDATES

police for an alleged incident of indecency. Hexham Conservative party was last night sifting through more than a dozen applicants.

A candidate has now been selected for Plymouth Sutton, the seat relinquished at the eleventh hour by Alan Clark, the defence minister. Gary Streeter, a local Tory councillor was adopted last night.

The Tories are contesting 645 of the 651 seats in the United Kingdom. Both Labour and the Liberal Democrats claim they have candidates in place for all the seats they intend to fight. Labour is contesting 623 seats. The Liberal Democrats now have 632 candidates in place.

Home rule to be the battleground

By KERRY GILL

THAT the future government of Scotland will be the critical election issue for most Scots remained undisputed last night as parties north of the border prepared for the four-week campaign.

Ian Lang, the Scottish secretary, who will be defending a majority of only 3,673 in his Galloway and Upper Nithsdale seat, said the "dangers, uncertainties and high costs of constitutional change" would put at risk all that the Conservatives had achieved within the health service, education, training, housing and the environment in Scotland. "We shall fight to defend Scotland's place as a full partner in the United Kingdom," he said.

Alex Salmond, the Scottish National Party leader, said: "There is no doubt that the future of Scotland will be the most important issue in the election north of the border. The SNP offers the Scottish people a prosperous and bright future as an independent nation in Europe. The other parties offer no more than the status quo or a powerless talking shop."

With nationalist support at its highest rating so close to

an election, he was confident that his party would win a mandate to negotiate independence.

Donald Dewar, Labour's Scottish spokesman, said that the overriding concern was the defeat of the Tories. "The Tories risk losing four of their nine Scottish seats, including Mr Lang's, according to an ICM poll published last night of 980 people interviewed in 52 constituencies this week. It puts Tory support at 18 per cent, down five points from January."



Lang, fighting to keep Scotland in the UK

Labour would sign EC social chapter

A Labour government would sign the social chapter of the Maastricht treaty as one of its first acts before Britain takes over the presidency of the European Community in July, George Robertson, Labour's spokesman on Europe, said yesterday (Michael Binyon writes).

Labour would then unblock European laws which the Conservatives had stalled and weakened, he said. A Labour government would give full-time rights to part-time workers, regulate working hours and give minimum holiday entitlements, more paid maternity leave and rights to consultation about takeovers and job losses.

"At a time when a new charter seems to be churned out by government departments every day, the Conservatives have refused to accept the one charter that might actually change things for ordinary people in this country," Mr Robertson said.

The Conservatives had moved from "confrontation under Thatcher" to "opt-out under Major", he said. Labour wanted "social action frameworks" at Community level, to set out the rights to be implemented through dialogue and agreements between employers and unions.

Major sends Thatcher roses

John Major sent a spray of two dozen pink roses to his predecessor Margaret Thatcher at her offices in Belgrave, central London, yesterday.

The flowers, with a long note attached, were delivered by members of the prime minister's staff as he left No 10 to announce the election date of April 9. Mrs Thatcher was expected to telephone Downing Street immediately after the announcement to pledge her support.

Tory MP may be independent

A letter by John Browne, Tory MP for Winchester, to his constituency requesting that Gerry Malone, prospective Tory candidate, is dropped for the general election so that he could stand, was rejected yesterday.

Felicity Hindson, "of" the constituency association, said it was impossible for the association to change its candidate at this stage. "Mr Browne did not put forward his name for selection as our candidate," it now seems almost certain that Mr Browne will stand as an independent Conservative.

Helicopter run to help count

A fleet of helicopters will be used in the Highlands and Islands on general election day. If the weather permits flying, their use to pick up ballot boxes should guarantee overnight counts and early morning results in four of the constituencies, three of which are held by Liberal Democrats.

For the first time, all the North results should be announced with the rest of the country. If bad weather strikes the North, traditional road transport and boats are on stand-by to carry the ballot boxes.

Health posts

The names of 23 new chairmen of district health authorities whose two-year term of office starts on April 1 were announced yesterday. A further 70 chairmen had their terms of office renewed for up to four years. Labour said that the move was a constitutional outrage and accused William Waldegrave, the health secretary, of "prejudging the verdict of polling day".

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A fateful day for facing the chop

By ALISON ROBERTS

APRIL

APRIL 9 has been a surprisingly eventful date in political diaries of the past. From the 1848 Chartist march on Parliament, when Feargus O'Connor and 20,000 others demanded universal male suffrage, to the April 9 when John Major first met Norma in 1970, it has been a fateful day.

On April 9, 1943, the Churchill coalition government announced its intention to create a "unified national health service" finally established in 1948. Hugh Gaitskill the Labour leader was born on April 9, 1906, and in 1964 Labour won the first elections to the Greater London Council.

In 1962, April 9 was Budget Day and Norman Lamont was clearly listening. Iain Macleod, then the Chancellor, cut purchase tax on cars, bringing the price of a Mini down from £526 4s 9d to £495 19s 3d.

While either John Major or Neil Kinnock faces the metaphorical chop

this year, Britain's last beheading took place on Tower Hill on April 9, 1747. The incorrigible Lord Lovat asked to be hanged because his neck was too short for the axe and, if the executioner hit his shoulders by mistake, he "should be very angry".

There was no need for a passenger's charter in 1904: a train ran non-stop from Plymouth to London on April 9 in a record time of less than four and a half hours. Concorde made its maiden flight from Bristol to Farnborough in Gloucestershire in 1969 and the first closed-top double decker bus made its debut on the streets of Wides on April 9, 1909.

According to Old Moore's Almanack, April will be a month full of "frustrations and setbacks" for John Major. Both Labour and Liberal Democrat leaders should expect pressure from the grassroots, but Paddy Ashdown

"should be in excellent winning mood".

The bookmakers expect the Tories to win the general election, but by not much more than a short head (writes Alan Hamilton). William Hill shortened its odds on a Conservative win yesterday from 4-7 to 1-2, the party's best showing in the betting shops since last July. At the Coral chain, where the government is an even hotter favourite to cling to power at 4-9, a spokesman said that, since the Chancellor sat down on Tuesday afternoon, punters had shown almost no interest in Labour.

Rising Tory fortunes are Labour's undoing, with Hills pushing the party out from 5-4 to 6-4, and Coral offering 13-8. Opinion on the prospect of a Liberal Democrat win is somewhat divided: William Hill is quoting 20-1, but Coral offers 500-1. On the chance of a hung parliament, the big bookmakers are offering roughly even money.

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Country cottage 'was headquarters for drug conspirators'

BY CRAIG SETON

A REMOTE English cottage was the centre of a conspiracy to produce and distribute large quantities of the hallucinogenic drug LSD with a street value of millions of pounds, Worcester crown court was told yesterday.

Sheets of paper were impregnated with hundreds of thousands of tiny dots of the drug, known as tabs, and illustrated with the drug manufacturers' designs, including a double-headed serpent, Batman and the Joker, red and black dragons and a picture of the globe.

John Mitting, QC, for the prosecution, said that Lawless Cottage, close to the village of Sellack, near Ross-on-Wye, Hereford and Worcester, was the United Kingdom production centre in an operation led by an American couple who used

radio pagers to send messages. He said couriers illegally imported LSD crystals from San Francisco, the world centre for the raw material. When it arrived in England, it was diluted with vodka and "spotted" on to tiny squares on sheets of paper like playing cards, that were provided with their own envelopes. One gram of crystals would provide 10,000 "trips" when mixed with alcohol.

The production team sold each tiny square of the drug at a wholesale price of 50p. The street price for a "trip" would be between £5 and £10.

Jamie Ray, aged 30, Californian-born and of no fixed address, Michael Rock, aged 41, a French Canadian-born musician and writer of Finchley, northwest London, and James Lovelidge, aged 27,

unemployed, of Kilburn, northwest London, have denied conspiracy to supply LSD between December 1986 and February 1991.

Mr Mitting alleged that Miss Ray was the central link with the American supplier of the LSD crystals and had been involved in production or distribution of the end product. Mr Rock was a producer and distributor and Mr Lovelidge was a distributor.

Mr Mitting said that two other people were not in the dock. Alan Persuitt, aged 45, and Daniela Ellison, aged 33, his wife, both American citizens, were the main organisers of the UK end of the operation. They had pleaded guilty.

Mr Mitting said that, between 1988 and 1991, police began seizing quantities of the sheets of paper that each contained 50 squares of LSD. Two seizures in particular, containing the Batman and Joker and dragon designs, eventually led police to Lawless Cottage, which had been rented by Mr Persuitt.

The cottage and properties in London were raided in January 1991. Documents, money and equipment that the prosecution said was necessary for LSD production were found, including pipettes, gloves, cylinders and funnels. Mr Mitting said that a photographic darkroom at Lawless Cottage had been used for the laboratory work of "spotting" tiny drops of LSD on to the sheets of paper.

Production and sales records of the operation had also been seized. Mr Mitting said that during the production run in October 1990 more than 121,000 squares of LSD were recorded as having been produced. A production document also recorded that 500,000 tabs of the dragon design were to be made. "Sold on the streets, we are talking of several million pounds at retail value," Mr Mitting said.

There were also records of expenses involved in the operation, including money spent on vodka, payment for the workers involved in "spotting" the drops of LSD on paper and a payment to a man called Max, who was said to be the American supplier of LSD crystals. The trial continues today.



Underground ordeal: potholer Roy Dean being brought to the surface after spending 26 hours trapped with his colleagues Les Hewitt, in Sletty Pot, in the Yorkshire Dales, when it flooded suddenly. Divers from the Upper Wharfedale Fell Rescue Association found the men as weather conditions worsened and

the water levels in the cave, known locally as "Hypothermia", continued to rise. Mr Hewitt, aged 49, of Gateshead, Tyne and Wear, said: "We turned our lamps off and cuddled each other and took it in turns to warm each other up. We had resigned ourselves to die and I was

surprised I could handle it. There was no panic. We went to the highest part of the cave and kept moving backwards.

"We had only just popped in for a look and were only going to spend an hour there. There was no sign of any water when we went in and half an hour later it had risen 6ft and we

were waist deep and swimming when we should have been walking. At one point, the water was only 2ft from the roof.

Alan Stockdale, a rescue co-ordinator, said: "It was quite tricky for us to get to them and it was urgent that we did because there was a very bad weather forecast."

Farmer 'flew into rage at saboteurs'

A FARMER who discovered hunt saboteurs on his land flew into a rage, damaging their van and attacking a television cameraman who was filming them, a court was told yesterday.

Mark Fuller, aged 26 and said to be 6ft 6in and 25 stone, pulled off the van's wing mirrors, crushed two video cameras with his hands and hit Graham Donaldson, of Anglia Television, in the back as he cowered in the rear position. It was alleged.

Kevin Lowson, for the prosecution, told magistrates at Hunstanton, Norfolk, that as the hunt saboteurs clambered into their van, Mr Fuller slammed the door with such force that a window broke. He threw a wing mirror through the broken window.

The saboteurs and the cameraman were trying to film a "kill" at a meeting of the West Norfolk Hunt on Mr Fuller's land at Church Farm, North Runcton, Norfolk. Mr Fuller denies three charges of damaging property and one charge of threatening violence.

Lynn Jarvis, aged 20, who was driving the van, said: "I saw him grab the video camera and I thought 'Oh my God' as he crushed it with one hand. I flooded the van's engine in my panic as he lumbered towards us.

"Then I saw him hitting the TV cameraman in the back. It looked like he was trying to prise him apart. He was mad and had snapped. He looked like a rabid rooster. I tried to reverse away but I was wobbling all over the place because I was so scared."

The saboteurs fled to the nearest village, where they went to the police. Mr Fuller was later questioned at the farm and was still so angry that police had to call for more officers to calm him down, the court was told.

PC Melvyn Townsend said: "He was stamping around and clenching his fists. I feared for our safety."

Mr Lowson said that Mr Fuller had caused damage worth £1,493. It was not disputed that the saboteurs were on private land but the magistrates had to decide whether he had used "reasonable force" to eject them.

"I would submit it was not reasonable force," Mr Lowson said. "The defendant behaved in the way he did to teach them a lesson and to destroy any evidence that might be used on television."

The case continues today.

Men held after IRA bomb find at border

IRISH police found a 1,000lb IRA bomb near the border in Co Donegal yesterday hidden in a van stolen 400 miles further south in Co Kerry.

Police believe that the IRA's cross-border campaign is supported by several smaller groups based in the south-west and anti-terrorist chiefs have launched a big hunt to catch the IRA ring leaders in the region.

Police believe that the group has hidden its Libyan supplied armoury in underground bunkers in the remote southwest. So far three bunkers and thousands of rounds of ammunition have been found during searches in Kerry and Limerick.

Police are questioning three Northern Ireland men arrested near the scene of the bomb find. Two mortar launchers and components for rocket launchers were also found. Chief Superintendent Sean Ginty, officer in charge of the Donegal border area, said: "The IRA had possession of this bomb. We have prevented an attack."

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Colleges to merge into new Scots university

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Countryside to have more protection

BY MICHAEL DYNES, TRANSPORT CORRESPONDENT

THE government is to adopt new procedures for assessing damage to the environment caused by road building. Christopher Chope, the roads minister, announced yesterday. He said that the present methods were obsolete and needed overhauling to ensure greater protection for the countryside.

The consequences of road building schemes would have to be expressed in terms of a monetary value, he said. But alternative ways would have to be found to protect those parts of the countryside that were invaluable.

The decision to add greater weight to the environmental effects of road building follows publication of a long-awaited report by the standing advisory committee on trunk road assessment, the independent advisory body set up in 1978 to evaluate how road building schemes are assessed.

The report found that the

present scheme-by-scheme environmental impact assessment was inadequate and should be replaced by a "strategic level of environmental assessment" that places values on the environment at the beginning of the planning process rather than towards the end. The EC has been urging member states to adopt such an approach, which was earlier dismissed by ministers as "half baked."

Mr Chope said that the transport department would issue an updated environmental impact assessment manual for road schemes later this year, which would embody the recommendations made by the report.

The new procedures are unlikely to be applied to the present £20 billion roads programme, so will be too late to save areas such as Twyford Down, Hampshire, and Oxleas Wood, east London.

Driving penalties, page 18



Ready for polling: Dick Riley, of the Birmingham ballot box supplier and manufacturer C Bradbury, putting the finishing touches to a box yesterday

Budget ends firms' rent-switch loophole

BY MATTHEW BOND

A LOOPHOLE that has enabled companies to reduce corporation tax bills and improve cash flow is to be closed.

The Budget ends so-called property-holding company schemes or rent-deferred schemes, set up between two companies in a group, one normally an operating company paying rent for its premises, and the other either a holding company or a specially created property subsidiary, which receives the rent. No money leaves the group.

The rent date is crucial. If an operating company has a December 31 year end, a scheme might have rent due on January 1 in arrears.

The operating company can, by using the accruals basis of Schedule D (Case 1) tax rules, claim most of the rent as an expense by its year end, reducing taxable profit. Tax is paid on the rent only in the next year, when the holding company pays it on rental income under Schedule A.

From Budget day, rent recipients will pay tax on it as it is accrued, not when it is due.

Fresh worries stall car hopes

In spite of cheaper post-Budget deals on new cars, eager salesmen waited for buyers in vain. Kevin Eason reports

CAR salesmen with ties neatly knotted were waiting anxiously for the showroom doors to burst open yesterday morning in a post-Budget rush, but nobody turned up.

Norman Lamont, the Chancellor, halved special car tax to 5 per cent as an answer to the plea from a desperate motor industry which needs a sales boost. The Society of Motor Manufacturers and Traders confirmed last night that as long as orders were not invoiced, paid for or the vehicle collected, then cars ordered before the Budget should be available at the new tax rate.

Society officials were delighted that their campaign over almost 20 years had finally paid off with some reduction in special car tax.

Even though dealers also welcomed Mr Lamont's help, the Budget seemed to have burst on the industry with all the effect of a damp squib.

Ian McDermott, salesman at Henrys of Chester, which was yesterday reducing the price of a typical Jaguar by £1,000 and a Rolls-Royce Silver Spirit II by more than £3,000, said: "We expected a kick-start but not much has happened."

At the Reg Vardy Group, which sells 25,000 cars a year through 19 dealers, David Williams was hoping that interest would grow over the weekend.

Mr Williams, the group's public relations manager, said: "The biggest interest seems to be in specialist cars. When you spend £120,000 on a Bentley Turbo, you would not think a \$4,650 reduction mattered much but it apparently does."

The Budget will help but we still will have four weeks to wait before we know which direction we are heading in. Until the election is over we do not expect a big surge in business.

Officials blamed in supergun enquiry

BY SHEILA GUNN
POLITICAL CORRESPONDENT

THE government is censured in a draft report of the parliamentary enquiry into the Iraqi supergun affair for failing to block exports which built up Saddam Hussein's military capability before the Gulf war.

The report, by Kenneth Warren, enquiry chairman, declines to criticise ministers personally. Instead, it focuses on the failures of the trade and defence departments to check contracts with British firms to make sure that they did not breach the United Nations embargo on supplying arms to Iraq and Iran.

The Tory-majority Commons trade and industry committee started work yesterday on completing the report, which is expected on Monday. The draft, according to one committee MP, was "rather anodyne", favouring the "cock-up rather than the conspiracy theory" over the role of officials in allowing the export to Iraq of giant tubes for the supergun, and the export of other military equipment.

Customs officials are likely to be accused of heavy-handedness after seizing a consignment of the giant tubes at Teesport in April 1989. The enquiry was announced after the seizures, although it started to hear evidence only after the trade department sent a memorandum last summer listing military equipment among the licensed exports to Iraq.

Labour and Liberal Democrat MPs on the committee will try to toughen the wording in the final report and to criticise ministers personally. There is confusion and disagreement among the committee's 11 MPs about the role of intelligence officers and how much they knew of, and monitored, exports of sensitive equipment. Some MPs have said they believe that British officials knew of the exports, but allowed them through so that they could keep track of Saddam Hussein's build-up.

Although the draft report talks of the lapses in the procedures for checking exports, it is understood to point out that the criticisms come with the "benefit of hindsight".



Twelve criticised the council's budget plan

Lambeth sets highest poll tax

BY DOUGLAS BROOM
LOCAL GOVERNMENT CORRESPONDENT

LAMBETH council was on course to be charged capped yesterday after agreeing to set the highest poll tax in England at the end of a ten-hour meeting which ended just before dawn. The group of Labour moderates who control the south London borough finally forced through a change of £448.55 at 14 minutes to five in the morning on the casting vote of the mayor.

Plans for a budget of £33.2 million for the coming financial year were attacked as excessive by the Conservatives who proposed a poll tax of £419 and by the Liberal Democrats who urged a figure of £380. The budget plan was also criticised by 13 former Labour councillors, including the former leader Joan Twelves, who were expelled from the party last year for extremist activities.

In its final form the financial package approved by the council is £4.4 million above the government's capping limit. Stephen Whaley, leader of the council, said that he would appeal to the government to relax the cap.

Conservative controlled Hillingdon in west London also faces capping this year after setting a budget £877,290 above the limit although the council also plans to appeal.

As many as 20 councils are now thought to be at risk of charge capping, including at least five Conservative controlled authorities. No decision on which councils will be capped will be made before the general election.

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heaper post: Budget deals
eager salesmen waited for
vain. Kevin Eason reports

With the
new waiting
list, the
year's
newly earned

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new orders are thought
to be lined up ready to
be taken up throughout the
country. The Society of
Motor Manufacturers and
Traders confirmed a
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model, and the new car
is not a new model.

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are waiting for the new
model, the new model
is not a new model.

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member of the House of
Commons, said yesterday
that the price of a new
car is £1,000 more than
the price of a new car.

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Hall, London, 25,000 cars
were shown on 19 days.
The new car was the
most popular.

Mr. Williams, the
general manager of the
new car, said that the
new car is the most
popular.

The new car will help
the new car to be the
most popular.



Twelve, criticised the
new car's budget plan.

**Lambeth
sets
highest
poll tax**

By IAN GLAS BROWN
LOCAL GOVERNMENT
CORRESPONDENT

Mr. Williams, the
general manager of the
new car, said that the
new car is the most
popular.

Any wood panelling would have been a
nice touch. Instead, we've gone all out for
richly-grained walnut.

Whilst the lavish interior recalls a more
elegant era, the Diplomat's sound system is
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Fringe parties put new slant on poll

By JILL SHERMAN AND MICHAEL MCCARTHY

A COLOURFUL range of minority parties including Lindi St Clair's Corrective party, the Monster Raving Loony and Rainbow Connection parties, will line up with the three main contenders in the general election campaign.

While some will be trying to secure Westminster seats others, like the Rainbow Connection, will be campaigning against both politicians and Parliament, arguing that national policy should be decided by people in their own homes at the push of an electronic button.

The Monster Raving Loony party had been hoping to field 50 candidates to earn them an election broadcast, but its leaders admit this is unlikely. Loony Lord Tiverton, the party's minister of culture, said yesterday that the party's aim was "both to ridicule politicians and to allow people to record a protest vote against politicians".

The Corrective party, headed by Lindi St Clair, otherwise known as Miss Whip-lash, will also be trying to field 50 candidates with a manifesto calling for social justice,

civil liberty, animal rights and equal opportunity, and the legalisation of prostitution.

The Green party and the Liberal party are the two largest minority parties, which have both faced a dramatic downturn in popularity. The Green party, which is holding its spring conference this weekend, is fielding 250 candidates, twice the number it put forward in 1987. Although its standing has risen considerably since the last election, its dramatic rise in the polls during the Euro-MPs election in 1989, when it won 15 per cent of the vote, has long since disappeared. This is partly because it seen as a one-issue party and partly because the environment has fallen as an important issue from first place in 1989 to eleventh this year.

The Liberal party, officially relaunched in 1989, is putting forward candidates in 70 seats and will be fighting Liberal Democrat MPs in five constituencies.

Parties on the extreme right include the new anti-European group, the Anti-Federalist

League which is standing against two cabinet ministers, Chris Patten in Bath, and William Waldegrave in Bristol West, and hoping to put up 34 candidates.

The Democratic Left, which replaced the Communist Party of Great Britain, will not be fielding any candidates, but will be urging tactical voting to scupper Tory chances of a fourth term. The organisation will follow up its official launch next week with an "Out of the Blue" party, where guests will be invited to dance to the end of 13 years of Tory government.

Parties on the extreme left are dwindling in strength, partly due to events in the Soviet Union. The Revolutionary Communist Party is putting up eight candidates in cities throughout the country. Using the slogan "Break out of the grey", it will appeal against tactical voting.

The Socialist Workers' Party, which will not be fielding candidates, will support Labour or the deselected Labour MPs Dave Nellist and Terry Fields, who are standing independently.



Loony tune: Screaming Lord Sutch, leader of the Monster Raving Loony Party, puts across his campaign message in typically flamboyant, if low tech, style. He will be contesting the prime minister's Huntingdon constituency on April 9. Screaming Lord Sutch began his campaign yesterday from the roof of a bright yellow "loony mobile" outside the Commons. The former pop singer possibly has more campaign experience than the prime minister. He fought his first election in 1963, two years before Mr Major failed to secure the London seat of St Pancras North.

Headaches of a hung parliament

POLITICAL NOTEBOOK
By ROBIN OAKLEY

The election could provide a nightmare which Buckingham Palace quietly dreads.

The Tories remain the narrow election favourites. They are, after all, defending a 101-seat majority from 1987, when they took 43 per cent of the vote to 32 per cent for Labour and 23 per cent for the then Alliance. But if voters divide their support in the way indicated by virtually every opinion poll so far this year, we are heading not for single party majority government but for a hung parliament in which no party has an overall majority.

The biggest swing achieved by any party since the war is 5 per cent and Labour, needing an 8 per cent swing to achieve power in its own right, has never managed more than 3 per cent, so the odds are against Neil Kinnock going all the way.

But if capturing the 97 seats it will need to form a majority seems a daunting task for Mr Kinnock's party, there is a lesser target. Only 51 Labour gains on a swing of 4 per cent are required for the Conservatives to lose their overall majority. Since opinion polls over the year have varied from a 21 per cent Labour lead to 11 per cent for the Tories, the prospect of a hung parliament is a serious one.

It seems likely that in the next parliament there will be six to ten MPs representing Plaid Cymru and the Scottish National Party (they go into the election with eight between them and with the SNP at least on a rising trend). There are 17 Ulster MPs unelected with either of the two main parties and even if the Liberal Democrats, also on the upswing again, fail to increase their current level of 22 MPs there would be comfortably more than 40 MPs who were neither Conservatives nor Labour. If the margin between the two main parties is narrow, that will result in a hung parliament with one or two other party groups in a position to deliver power to a minority.

That is where the problems begin for the Palace. The Queen would ask the leader of the largest party to form a government. John Major and Neil Kinnock have each indicated that they would attempt with the largest single party in a hung parliament to govern as a minority, challenging the others to bring them down. For Labour, Jack Cunningham, the campaign co-ordinator, says: "There will be no pacts, no deals, no bargains, no trade-offs. The Liberals say: 'Do not bother to lift the phone if you are not prepared to concede legislation on proportional representation.' My message to Mr Ashdown is very clear: 'Don't call us, we won't call you.'"

John Major told the Commons last May 7: "I am not in favour of either smoke-filled rooms or proportional representation. It leaves minority parties determining government policy and striking bargains for their support. That is not democracy, it is horse-trading."

But what if the official opposition, aided by Liberal Democrats and others, brings down a minority Tory government on its Queen's Speech or soon after? There would be argument over whether the Queen should then allow

the defeated John Major a dissolution of parliament or first ask another party leader to attempt to form a government.

In 1950, when Labour's majority was just six, and there was speculation that Attlee would seek an immediate dissolution, Sir Alan Lascelles, the King's private secretary, argued that the sovereign could refuse a dissolution but would not do so unless he were satisfied that the existing parliament was still vital, viable and capable of doing its job. Further grounds for refusal would be that a general election would be detrimental to the national economy and that the sovereign could rely on finding another prime minister who would carry on government with a working majority for a reasonable period.

Some constitutional authorities say that a monarch refusing a dissolution would be exceeding modern prerogative powers, effectively dismissing a prime minister. Most argue that a prime minister who fails to win a majority has no entitlement to an immediate second dissolution. So if John Major were to lose a vote of confidence after first losing the overall majority it is more likely that the Queen would send for Mr Kinnock, who would not have called the election resulting in the hung parliament. Mr Kinnock, however, would get an early dissolution if he sought one as the leader of a minority government after a few months on trial in No 10.

In practice on all occasions this century when general elections have failed to produce a single party majority (two in 1910, 1923, 1929, February 1974) the outcome has been single party minority government. But the Wilson/Callaghan Labour government of 1974-9, starting with a majority of three seats, was forced to enter a pact with the Liberal party in March 1977 in order to see through its term.

In 1987 the Alliance of Liberals and Social Democrats campaigned for what they called a "balanced parliament" and much speculation has centred on the role of the Liberal Democrats this time. Paddy Ashdown, the Liberal Democrat leader, has been "war-gaming" with close colleagues the various possible outcomes of the election. He is not eager for a hung parliament, reckoning that his party is likely to emerge bruised from the manoeuvrings then required. But while the Liberal Democrats were reluctant to contemplate supporting a minority Conservative administration while the party was led by Margaret Thatcher, he is now prepared to deal with either major party provided that the deal includes legislation for PR and a commitment to a full five-year term.

However, if the Tories offered PR and Labour did not, the Liberal Democrats could face considerable difficulty being seen to maintain in power a Tory party perceived as having "lost" the election.

In practice, therefore, a hung parliament is likely to lead by one route or another to a Labour government.

Britons abroad to get legal fees help

By NICHOLAS WOOD, POLITICAL CORRESPONDENT

BRITISH consulates can offer loans for legal fees to Britons facing trial abroad, Douglas Hurd said yesterday. The foreign secretary's statement was hailed by campaigners for extra help towards trial costs as a significant shift in the government's stance.

Stephen Jakobi, the lawyer heading the newly formed pressure group, Fair Trials Abroad, said: "We have detected a change in the government's position in that people who are genuinely embarrassed for funds can get a loan from the appropriate consulate for legal defence. This is a useful step but it does not answer the problem of people with no money being denied lawyers in foreign countries. There should be entitlement to legal aid in such cases and the cost would

be modest, about £1 million to £2 million a year."

Supporters of the group include "Friends of Karyn Smith", the support group for the teenager jailed in Thailand for drug smuggling.

Mr Hurd is being challenged at the election in his West Oxfordshire constituency by Marilyn Brown, whose son is on an alleged drugs charge. Mr Hurd said in a letter in *The Daily Telegraph* that consuls go to considerable lengths to secure proper legal representation.

"In the last resort, they can offer loans to pay legal fees... But it is not within the government's power to wave a wand and make the legal systems or prisons of foreign countries just like those at home."

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Parties go to war over the economy

By Robin Oakley, Political Editor

THE central theme of what promises to be a bitter election has been clear for months. Throughout the phoney war period since the new year, Labour has sought to depict John Major and his team as incapable of managing the economy. The Tories, beset by a recession which has lasted far longer than ministers expected, have concentrated their attack on the cost of Labour's spending plans, insisting in the words of party chairman Chris Patten: "Dogs bark, cats miaow and Labour puts up taxes".

Long term, the Conservatives, forced to increase borrowing to cope with the recession, remain committed to a "balanced budget" over the economic cycle and to the containment of public spending. But there is a new emphasis on increasing the quality of public services, with an £11 billion boost in last year's autumn statement. John Major has renewed Mrs Thatcher's commitment to reduce income tax further.

In the Maastricht negotiations Mr Major reserved Britain's position on joining a single European currency with the "opt-out clause". He and Norman Lamont, the Chancellor, have fought off pressures to deviate within the exchange rate mechanism of the European monetary system. Bearing down on inflation remains the central focus of Tory economic policy, with ministers emphasising that low inflation is the key to prosperity.

The Conservatives remain committed also to further denationalisation. British Coal and British Rail are scheduled for privatisation in the next parliament.

The Liberal Democrats, enthusiastic about a single European currency, are pledged to make the Bank of England independent and to put the pound into the narrow band of the exchange rate mechanism of the European monetary system. They are planning an economic package to get 400,000 people back to work within a year, measures to strengthen competition, and a merger of tax and national insurance systems. They are planning a switch to taxes on pollution, rather than on income or spending.

ment pensioners.

Denying Tory claims that its spending programmes would require raising an extra £35 billion a year through increased taxation, Labour has pledged not to raise the 25p standard rate and has not ruled out a tax rate of lower than 25p for those on low earnings. Labour is also pledged to treat women as fully independent for tax purposes. Couples would be given the right to split the married woman's allowance between them, but it will be frozen at the present level so "freeing resources to improve child benefit and other support for families".

The Liberal Democrats also plan to tax energy sources, phasing in petrol tax increases of 10p a gallon each year for five years to reduce pollution and steadily reducing income tax and VAT.

In last year's Budget Norman Lamont restricted tax relief on mortgage interest to the standard rate. Labour will do the same. But the Liberal Democrats are pledged to phase out mortgage tax relief.



Getting the message: graffiti in Bristol typifies the hostility to the poll tax that led the Tories to rethink

Liberal Democrats push for electoral reform

ELECTORAL reform will take a higher profile at this election than in any before. The Liberal Democrats are campaigning on the basis that it is the whole system of government which needs reform, not just the policies of particular parties.

Paddy Ashdown is sworn to do no deals in a hung Parliament unless the Liberal Democrats are promised legislation on PR, although few expect such a deal to be on offer until a second consecutive hung parliament. There is growing pressure for PR too in Labour's ranks, in part fostered by the eagerness to

pick up former SDP votes and to counter the Liberal Democrats.

Neil Kinnock, fearful of being depicted as having given up the hope of Labour winning power on its own account, has not supported PR. But Labour has support-

ed electoral reform for its proposed Scottish assembly and he is careful to say that he wants to encourage debate on the appropriate voting system for Westminster.

The campaign for Labour to adopt PR, will intensify if the party fails to win an election for the fourth time in a row.

Deep split on council funding

By Jill Sherman, Political Correspondent

THE unpopular poll tax, and its likely successors, have dominated the political agenda over the past year and will be a key issue in the election campaign. The Conservatives quickly disowned the community charge as soon as John Major became prime minister and decided to replace it with a council tax comprising both a property and a personal element.

The council tax would be based on seven bands starting at property valued at

£40,000 and ending with a top band of £320,000. Labour would replace the poll tax with a property-based tax related to the ability to pay, which it claims would save an average of £140 a household. The new tax, which would also be introduced in April 1993, would be based on the valuation registers used for assessing rates until 1989.

The Liberal Democrats' solution to the poll tax is a local income tax set by local councils and collected by the Inland Revenue.

Labour holds high ground on NHS

By Nicholas Wood, Political Correspondent

Health is easily Labour's strongest card. According to Mori's polling, Labour outscores the Tories by more than two-to-one on the issue.

Surveys in the autumn showed that as many as three people in four believed the government's reforms amounted to backdoor NHS privatisation. Robin Cook, Labour's health spokesman, appears to have an attentive audience for the campaign.

The government's problem is that it is implementing far-reaching changes rushed through by Margaret Thatcher and close cabinet colleagues in response to one of the services' recurring funding traumas.

Although ministers can cite polling evidence pointing to high levels of patient satisfaction with doctors and hospitals, the attempt to translate market disciplines to a vast, state-run bureaucracy is at too early a stage to produce definitive results.

William Waldegrave, the health secretary, will continue to argue doggedly that the best way of raising standards is by making hospitals compete for patients and therefore money. He will dismiss, as scaremongering and lies, Labour claims that the service is being privatised as hospitals leave its umbrella. The decision to delay the election until this year will help Mr Waldegrave. Trust hospitals have not gone bust; fund-holding has proved surprisingly popular among GPs; and the BMA has softened its initial outspoken opposition.

After flirting with the purchaser/provider split at the core of the internal market, Labour has come down against salvaging even this vestige of Tory reforms. Although Mr Cook would bring trust hospitals back under health authority control, he is also planning a £400 million incentive fund to

reward those that meet performance targets. In place of the fund-holding scheme, he intends bonuses for GPs who play an active part in raising standards.

Labour would also revive free eye tests and dental checks and ban tobacco advertising. A cabinet committee will be set up on health promotion and a London-wide authority created to reorganise services.

Mr Cook has been unable to win a commitment from his shadow Treasury colleagues to a specified amount of extra cash. Instead, he will advance behind a promise to restore "underfunding", variously assessed at around £5 billion. This will take at least the lifetime of a parliament.

In their different ways, the main parties accept that the NHS has to be made more consumer-friendly. They are promising more information to patients, more courteous service and an end to interminable waits in out-patient clinics. The Tories, through the patient's charter, are promising a maximum waiting time for surgery of two years. Labour plans a taskforce to tackle waiting list backlogs and proposes a national quality commission to set and enforce standards. Preventive medicine is another area where there is high degree of agreement.

The Liberal Democrats lean more to Labour's diagnosis of the service's ills, deploring the Tories' "commercialism", and saying that more money should go hand in hand with a greater emphasis on healthy lifestyles, consumer rights and democratic accountability. Understandably, given the thunder generated by the two main parties, it has chosen to concentrate its fire elsewhere.



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42.7%; Lab 36.7%; L/All 20.8%
Sitting MP: BEVAN A D G
Majority 2,522

BISHOP AUCKLAND: Lab 48.0%; C
34.9%; L/All 17.3%
Sitting MP: FOSTER D
Majority 7,035

BLAISE: C 60.6%; L/All 23.0%; Lab
14.6%
Sitting MP: LAWSON N

BIRMINGHAM, ALABAMA: Lab 47.7%; Lab 36.7%; I/AI 20.8%
Sitting MP: BEVAN A D G
Majority 2,522

BISHOP AUCLAND: Lab 48.0%; C 34.9%; LAB 17.5%
Sitting MP: ROSTER D
Majority 7,033

BLASBY: C 60.4%; I/AI 23.0%; Lab 14.6%
Sitting MP: LAWSON N
Majority 22,176

BLOOMSBURY: Lab 50.0%; C 40.1%; SDP/All 10.0%
Sitting MP: STRAW J W
Majority 5,497

BLOOMSBURY NORTH: C 48.1%; Lab 31.1%; LAB 21.0%
Sitting MP: MISCAM CAMPBELL N A
Majority 7,321

BLOOMSBURY SOUTH: C 48.1%; Lab 32.1%; SDP/All 10.0%
Sitting MP: BLAKER P
Majority 6,744

BLAYDON: Lab 50.4%; SDP/All 25.5%; C 24.2%
Sitting MP: MCWILLIAM J D
Majority 12,488

BAYTH VALLEY: Lab 47.1%; SDP/All 31.1%; LAB 15.7%
Sitting MP: CAMPBELL R
Majority 853

BOLSOVER: Lab 56.3%; C 28.4%; I/AI 15.3%
Sitting MP: SKINNER E D
Majority 14,120

BOLTON NORTH EAST: C 44.4%; Lab 37.1%; SDP/All 14.0%
Sitting MP: THURNHAM P G

Majority 81.3
BOLTON SOUTH EAST: Lab 54.4%
C31.3% LAB 14.6%
Sizing MP: YOUNG D W
Majority 11.81
BOLTON WEST: C 54.4% Lab
36.2% SDP/AB 19.6%
Sizing MP: SACKVILLE TG
Majority 4.593

**Skinner: the MP for
Bolsover since 1970**

BOOTHFERRY: C55.7%; L4/1
22.4%; L4B 22.0%
Sitting MP: DAVID M
Majority 18,970

BOOTLE: L4B 66.4%; C20.1%;
SDP 13.1%
Sitting MP: ROBERTA A
Majority 24,477

BOSWORTH: C 54.5%; L4/1 27.4%;
L4B 17.0%
Sitting MP: TRODINNICK DAS
Majority 17,016

BOURNEMOUTH EAST: C58.3%;
L4B 20.7%; L4 11.1%
Sitting MP: ATKINSON DA
Majority 14,683

BOURNEMOUTH WEST: C55.2%;
L4B 20.7%; L4 11.1%
Sitting MP: BUTTERFIELD V
Majority 12,651

BROADNORTH: L4B 46.4%;
L4 32.8%; C20.1%; WRP 0.9%
Sitting MP: GORDON M
Majority 4,631

BROADNORTH WEST: L4B 42.9%; C
39.6%; SDP/AF 17.7%

**Skinner: the MP for
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BOOTHFERRY: C55.7%; L4/1
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Sitting MP: GORDON M
Majority 4,631

BROADNORTH WEST: L4B 42.9%; C
39.6%; SDP/AF 17.7%

Stirling MP: WALLCP
 Majority 1,632
BRAIDFOOT SOUTH: Lab 41.5% C
 40.9% SDP/IAF 17.8%
 Stirling MP: CRYER R
 Majority 309
BRAIDFOOT WEST: Lab 52.0% C
 36.8% SDP/IAF 11.4%
 Stirling MP: MADDEN M
 Majority 7,251
BRAINTREE: C 54.2% SDP/IAF
 26.5% Lab 19.0%
 Stirling MP: NEWTON H
 Majority 10,687
BRENT EAST: Lab 42.7% C 38.5%
 SDP/IAF 14.6% Ind 7.2% O2's: Grn
 01.9%
 Stirling MP: LIVINGSTONE K R
 Majority 1,553
BRENT NORTH: C 59.9%
 24.8% SDP/IAF 15.4%
 Stirling MP: BOYSSON R
 Majority 15,720
BRENT SOUTH: Lab 52.0% C
 32.5% UAF 15.7%
 Stirling MP: BATEING P
 Majority 7,931
BRENTFORD AND ISLEWORTH:
 C 47.5% Lab 33.3% SDP/IAF 17.6%

Sitting MY HAYHOB B J
Majority 7.953
BRIGHTWOOD AND DINGAR C
0.5% LAB 25.0 LAB 13.3% Grn 0.1%
Sitting MR MCCURRIE RD A
Majority 8.892
BRIDGWATER: C 51.8% SDA P 10.3% Lab 11.9%
Sitting MR KING T J
Majority 11.175
BRIDLINGTON C 54.5% SDA P 25.5% Lab 18.1% Grn 0.1%
Sitting MR TOWNEND J E
Majority 17.321
BRIGG AND CLEETHORPES C
45.7% LAB 28.0 LAB 22.2% Grn 0.1%
Sitting MR BROWN M R
Majority 12.250
BRIGHTON, KEMP TOWN C: C
45.7% LAB 28.0 LAB 22.2% Grn 0.1%
Sitting MR BOWDEN A
Majority 9.260
BRIGHTON, PAVILLION: C 50.8%
LAB 25.5% SDA P 10.3% Lab 11.9%
Sitting MY AMERY H J
Majority 9.142
BRISTOL EAST C 43.7% LAB 35.5% LAB 25.5% SDA P 10.3% Grn 0.1%
Sitting MR SAYEED I
Majority 10.400

Margaret Thatcher (Conservative, 101, not a member of Labour of 146. Her husband is a baronet. Hats of the parliament. Percentage vote, sitting in the House of Commons.)

COVENTRY NORTH WEST: Lab 49.1%; C 34.5%; SDP/Lib 16.3%
Sitting MP: **JO ROBINSON** P
Majority 5,643

COVENTRY SOUTH EAST: Lab 47.5%; C 29.9%; SDP/Lib 21.4%; Gm 01.2%
Sitting MP: **NELLISTAD** P
Majority 6,653

COVENTRY SOUTH WEST: C 43.3%; Lab 37.1%; L/AM 19.5%
Sitting MP: **BUTCHER** P
Majority 3,210

CRAWLEY: C 49.6%; Lab 29.0%; SDP/Lib 21.5%
Sitting MP: **SCAMMES** AM
Majority 12,138

CREWE AND NANTWICKE: Lab 44.1%; C 46.2%; SDP/Lib 15.5%
Sitting MP: **DUNWOODY** G P
Majority 1,092

CROSBY: C 46.2%; SDP/Lib 35.5%; Lab 18.0%
Sitting MP: **THORNTON** G M

Majority 6.553
CROYDON CENTRAL: C 56.7% Lab 24.4% SDP/PA 19.1%
 Siting: MP: MOORE J E M
 Majority 12.617
CROYDON NORTH: SDP 26.8% Supt: 55.9% Lab 26.6% SDP/PA 18.5%
 Siting: MP: WATKINS J
 Majority 12.519
CROYDON NORTH WEST: C 47.1% Lab 37.0% L/PA 16.1%
 Siting: MP: MALINS H J
 Majority 3.988
CROYDON SOUTH: C 64.1% L/PA 24.4% Lab 09.5% Gt 01.9%
 Siting: MP: CLARKE W G
 Majority 15.063

D

DAGENHAM Lab 44.5% C 38.5% SDP/PA 17.1%
 Siting: MP: GOULD B C
 Majority 2.469
DARLINGTON: C 46.8% Lab 41.7% S 11.5%
 Siting: MP: FALLOON N
 Majority 2.661
DAKSFORD: C 53.5% Lab 27.5% S 19.0%

Siring MP DUNN R J
 Majority 14,529
 DAVENITE C 58.8% / LA 21.5%
 MP 20.4%
 Siring MP BOSWELL E M
 Majority 16,560
 DAVENITE C 46.7% / Lab 30.5%
 LA 23.0%
 Siring MP CHURCHILL W S
 Majority 8,199
 DAVENITE C 49.4% / REDDISH LA
 49.4% / C31.9% / SDPA 16.6%
 Siring MP BENNETT A F
 Majority 8,250
 DERRY NORTH C 48.9% / Lab
 37.3% / LA 13.4% / Gen 00.6%
 Siring MP KNIGHT G
 Majority 4,280
 DERRY SOUTH Lab 47.7% / C
 40.8% / SDPA 15.9%
 Siring MP BECKETT M M
 Majority 4,516
 DERRYSHIRE NORTH LA 44.4%
 C37.8% / SDPA 18.0%
 Siring MP EAMES H N
 Majority 5,720
 DERRYSHIRE SOUTH C 49.1% /
 Lab 33.3% / SDPA 17.7%
 Siring MP CLURKE E
 Majority 14,311

Siring MP DUNN R J
 Majority 14,529
 DAVENITE C 58.8% / LA 21.5%
 MP 20.4%
 Siring MP BOSWELL E M
 Majority 16,560
 DAVENITE C 46.7% / Lab 30.5%
 LA 23.0%
 Siring MP CHURCHILL W S
 Majority 8,199
 DAVENITE C 49.4% / REDDISH LA
 49.4% / C31.9% / SDPA 16.6%
 Siring MP BENNETT A F
 Majority 8,250
 DERRY NORTH C 48.9% / Lab
 37.3% / LA 13.4% / Gen 00.6%
 Siring MP KNIGHT G
 Majority 4,280
 DERRY SOUTH Lab 47.7% / C
 40.8% / SDPA 15.9%
 Siring MP BECKETT M M
 Majority 4,516
 DERRYSHIRE NORTH LA 44.4%
 C37.8% / SDPA 18.0%
 Siring MP EAMES H N
 Majority 5,720
 DERRYSHIRE SOUTH C 49.1% /
 Lab 33.3% / SDPA 17.7%
 Siring MP CLURKE E
 Majority 14,311

DEARBORNE WEST: C 53.2%;
L/A/B 39.3%; L/H 11.7%
Sinking MP: MC/LQ/UGHLN/PA
Majority 10.52%

DEVIZES: C 54.5%; L/A/B 28.0%; L/H
17.5%
Sinking MP: MOKKSON/CA
Majority 17.93%

DEVON NORTH: C 51.8%; L/A/B
36.1%; L/H 9.6%
Sinking MP: SP/LLER/A
Majority 4.69%

DEVON WEST AND TORRIGGS:
C 53.1%; L/A/B 39.7%; L/H 98.6%; G/H
02.0%
Sinking MP: NICHOLSON/E
Majority 6.48%

DEVON SOUTH: C 42.5%; C 41.7%;
S/DPAI 16.0%
Sinking MP: TAYLOR W/A
Majority 4.9%

DON VALLEY: L/H 53.2%; C 32.3%;
L/A/B 14.7%
Sinking MP: REDMOND/M
Majority 14.67%

DONCASTER CENTRAL: L/H
51.3%; C 32.2%; S/DPAI 13.7%
Sinking MP: WALKER H
Majority 8.19%

DONCASTER NORTH: L/H 61.9%;

24.4% SDP/IAI 13.9%
 Slinging M.P. WELSH M C
 Majority 19.0%
 DORSET NORTH-CST. 1% IAI
 54.6% Lab 06.7%
 Slinging M.P. BAKER N B
 Majority 11.907
 DORSET SOUTH-CST 54.9% IAI
 27.5% Lab 10.3% Incl 00.5%
 Slinging M.P. BURICE I C
 Majority 15.867
 DORSET S.WEST C: 56.2% IAI
 31.1% Lab 12.7%
 Slinging M.P. SPICER J W
 Majority 12.364
 DOVER: 46.1% Lab 34.2%
 Slinging M.P. DUNN J
 Majority 10.9%
 Slinging M.P. SHAW D L
 Majority 5.541
 DUNDEE: 45.5% IAI 3.9%
 SDP/IAI 14.7%
 Slinging M.P. GILBERT J T
 Majority 3.953
 DUNDY WEST: 49.9% Lab 34.0%
 IAI 16.2%
 Slinging M.P. BLACKBURN G
 Majority 10.244
 DULWICH: 47.2% Lab 42.0%
 SDP/IAI 1.6% Gen 01.2%
 Slinging M.P. BOWEN G F
 Majority 1.80

into power
r, and a
order, are
owing:

HALESOWEN AND
STOURIDGE C50.2% Lab
57.0% SDP/AS 22.1%
Sitting MP: STOKES J H R
Majority 1,806

HALIFAX Lab 43.4% C 41.3%
SDP/AS 15.4%
Sitting MP: MAHON A
Majority 1,212

HALTON Lab 55.5% C 30.3%
SDP/AS 14.4%
Sitting MP: GAKES G J
Majority 14,878

HAMMERSMITH Lab 45.1% C
38.7% U/AS 15.0% Grn 01.3% RF
04.4% Hammar 00.3%
Sitting MP: SOLEY C S
Majority 2,415

HAMPSHIRE EAST: C 64.5% U/AS
28.9% Lab 06.7%
Sitting MP: PACTES M J
Majority 53,786

HAMPSHIRE NORTH WEST: C
57.8% U/AS 33.1% Lab 09.2%

[illegible]

EARWICK: C51.9% Lab 30.5%
 Lab 17.5% OPD 00.3%
 Sliding MP: 100% SDAI 19.5%
 Majority 12.0%
HASTINGS AND RYE: C50.1%
 Lab 16.1% Lab 13.1% Loony 00.5%
 Majority 10.0%
 Sliding MP: WARREN K R
 Majority 7.347
HAVANT: C57.2% SDAI 18.2%
 Lab 17.2% BPD 00.0%
 Sliding MP: LLOYD V S
 Majority 16.510
HAY: C51.9% Lab 16.0%
 Sliding MP: HAYWARD: C
 49.3% Lab 15.5% SDAI 15.5%
 Majority MP: DICKS T
 Majority 5.965
HAYDON: C45.5% Lab
 42.1% Lab 11.9% Grn 00.7%
 Sliding MP: ARNOLD T R
 Majority 1.940
HEMEL HEMPSTEAD: Lab 67.0% C 17.3%
 Lab 15.8%
 Sliding MP: BUCKLEY G J
 Majority 1.000
HENDON NORTH: C55.7% Lab
 25.5% SDAI 10.0%
 Sliding MP: GOSST J M
 Majority 10.02
HENDON SOUTH: C55.6% Lab

EARWICK: C51.9% Lab 30.5%
 Lab 17.5% OPD 00.3%
 Sliding MP: 100% SDAI 19.5%
 Majority 12.0%
HASTINGS AND RYE: C50.1%
 Lab 16.1% Lab 13.1% Loony 00.5%
 Majority 10.0%
 Sliding MP: WARREN K R
 Majority 7.347
HAVANT: C57.2% SDAI 18.2%
 Lab 17.2% BPD 00.0%
 Sliding MP: LLOYD V S
 Majority 16.510
HAY: C51.9% Lab 16.0%
 Sliding MP: HAYWARD: C
 49.3% Lab 15.5% SDAI 15.5%
 Majority MP: DICKS T
 Majority 5.965
HAYDON: C45.5% Lab
 42.1% Lab 11.9% Grn 00.7%
 Sliding MP: ARNOLD T R
 Majority 1.940
HEMEL HEMPSTEAD: Lab 67.0% C 17.3%
 Lab 15.8%
 Sliding MP: BUCKLEY G J
 Majority 1.000
HENDON NORTH: C55.7% Lab
 25.5% SDAI 10.0%
 Sliding MP: GOSST J M
 Majority 10.02
HENDON SOUTH: C55.6% Lab


23.6% La 20.9%
 Siding MP: MARSHALL L
 Majority 11,124
 HENLEY C 61.2% L/AI 26.3% La 12.6%
 Siding MP: HESELINE M R D
 Majority 17,082
 HERRFORD C 47.5% L/AI 44.5%
 La 07.5%
 Siding MP: SHEPHERD C R
 Majority 1,413
 HEKTFORD AND STORTFORD:
 57.6% SDPAI 28.4% La 12.8%
 Siding MP: HERRFORD C R
 Majority 17,140
 Siding MP: WELLS P
 Majority 17,140
 HERTFORDSHIRE NORTH C:
 55.9% L/AI 31.7% La 15.5%
 Siding MP: STEWART B I H
 Majority 11,442
 HERTFORDSHIRE SOUTH WEST C:
 55.9% L/AI 31.7% La 15.5%
 Siding MP: PAGE L R
 Majority 13,794
 HERTFORDSHIRE WEST C:
 55.9% L/AI 31.7% La 15.5%
 Siding MP: JONES R B
 Majority 14,924
 HERTFORDSHIRE:
 C 56.6% L/AI 23.9%
 La 19.6%

Sitting MP: PARKINSON C.B.
Majority 18,106

FECKHAM: C.49.6%: LAB 31.5%: L 18.0%: GRN 90.5%
Sitting MP: AMOS A
Majority 18,066

REYWOOD AND MIDDLETON:
Lab 49.5%: C 34.3%: SDP/Lib 15.9%
Sitting MP: CALLAGHAN J
Majority 8,949

HIGH PEAK: C 45.7%: Lab 28.5%:
SDP/Lib 25.6%
Sitting MP: HAWKINS C.J.
Majority 9,516



LIVING LAB 13.3% L/AI 23.1% W
 Sizing MP: COHEN H M
 Majority 4.641
 LINCOLN: C4.6% Lab 33.7%
 SDPAI 14.9% RKPBC 80.4%
 Sizing MP: CARLSLE K
 Majority 7.853
 LINDSEY EAST: C5.2% L/AI
 36.7% Lab 11.2%
 Sizing MP: TAPSELL P
 Majority 8.616
 LITTLEBROUGH AND
 S. NEWCASTLE: C4.3% L/AI
 31.0% Lab 28.0%
 Sizing MP: DICKENS G K
 Majority 6.202
 LIVERPOOL, BROADGREEN: L
 48.6% L/AI 36.0% C: 15.5%
 Sizing MP: FIELDST
 Majority 6.047
 LIVERPOOL, GARSTON: Lab
 53.6% C: 23.5% SDPAI 22.4% W:
 00.3%
 Sizing MP: LOYDEN E
 Majority 13.777
 LIVERPOOL, MOSSELY HILL: L
 43.7% Lab 38.9% C: 17.5%
 Sizing MP: ALTON D P
 Majority 4.226
 LIVERPOOL, RIVERSIDE: Lab
 73.3% C: 13.9% SDPAI 11.3%:
 Common 01.8%
 Sizing MP: PARRY R
 Majority 20.689
 LIVERPOOL, WALTON: Lab 64.5
 L/AI 21.3% C: 14.4%
 Sizing MP: HERRER S
 Majority 23.253
 LIVERPOOL, WEST DERBY: Lab

65.3% C 19.2% SDP/IAI 15.6%
Sitting MP: WAREING R R
Majority 20.6%

LOUGHBOURGH (C): 54.8% Lab
24.5% SDP/IAI 19.8% Gm 0.1%
Sitting MP: DORELLS L F
Majority 17,648

LUDLOW (C): 53.5% UAI 31.0% L
15.2%
Sitting MP: GILL C F
Majority 11,699

LUDLOW NORTH (C): 53.9% Lab
26.8% SDP/IAI 19.4%
Sitting MP: CARLISLE J R
Majority 15,573

LUDLOW SOUTH (C): 46.3% Lab 36.
L/IAI 17.1%
Sitting MP: BRIGHT G F J
Majority 5,115

M

MACCLESFIELD (C): 56.4% L/IAI
24.0% Lab 19.7%
Sitting MP: WINTERTON N R
Majority 19,092

MAIDSTONE (C): 52.5% L/IAI 33.3
Lab 12.5% Gm 0.1%
Sitting MP: WOODCOMBE A
Majority 10,364

MANCHESTERFIELD, Lab 56.3%, C27.7%,
LAI 16.1%,
Siring M: MCCARTNEY N1
Majority 15,558
MANCHESTER CENTRAL, Lab
56.3%, SDPAH 13.1%,
Siring M: LITTLERLAND R K
Majority 19,867
MANCHESTER, BLACKLEY, Lab
56.3%, SDPAH 16.8%,
Siring M: EASTHAM K
Majority 10,122
MANCHESTER, GORTON, Lab
54.5%, C23.1%, LAI 21.8%, RF 0.0,
00.6%
Siring M: KAUFMAN B
Majority 1,066
MANCHESTER, WITHERINGTON
Lab 43.0%, C3.6%, LAI 19.6%,
01.1%
Siring M: BRADLEY K J C
Majority 3,391
MANCHESTER, WITHERSHALL
Lab 52.1%, C28.7%, SDPAH 14.1%,
RF 00.4%
Sitting M: MORRIS A
Majority 1,855
MANCHESTER, WYKE, Lab 57.5%, C37.4%,
SDPAH 22.2%, MLO3.1%
Sitting M: MEALE A J

MANCHESTERFIELD, Lab 56.3%, C27.7%,
LAI 16.1%,
Siring M: MCCARTNEY N1
Majority 15,558
MANCHESTER CENTRAL, Lab
56.3%, SDPAH 13.1%,
Siring M: LITTLERLAND R K
Majority 19,867
MANCHESTER, BLACKLEY, Lab
56.3%, SDPAH 16.8%,
Siring M: EASTHAM K
Majority 10,122
MANCHESTER, GORTON, Lab
54.5%, C23.1%, LAI 21.8%, RF 0.0,
00.6%
Siring M: KAUFMAN B
Majority 1,066
MANCHESTER, WITHERINGTON
Lab 43.0%, C3.6%, LAI 19.6%,
01.1%
Siring M: BRADLEY K J C
Majority 3,391
MANCHESTER, WITHERSHALL
Lab 52.1%, C28.7%, SDPAH 14.1%,
RF 00.4%
Sitting M: MORRIS A
Majority 1,855
MANCHESTER, WYKE, Lab 57.5%, C37.4%,
SDPAH 22.2%, MLO3.1%
Sitting M: MEALE A J

MEADWAY C51.1% SD/IAI 28.9%
 Siring MP: 15.1% Grn 01.1%
 Siring MP: FENNER M
 Majority 9,929

MERUDEN C55.2% SD/IAI 26.1%
 SD/IAI 18.9%
 Siring MP: MELLIS C
 Majority 16,620

MIDDLESSROUGH IA/IA 59.7%
 25.1% IA/IA 15.3%
 Siring MP: BELLS
 Majority 14,954

MILTON KEYNES C47.9%
 SD/IAI 24.9% IA/IA 21.8% Grn 01.01
 Siring MP: BENTON W
 Majority 19,370

MITCHAM AND MORDEN C
 48.2% IA/IA 35.3% SD/IAI 16.7%
 Siring MP: BOLD C
 Majority 6,113

MOLE VALLEY C60.8% IA/IA
 30.0% IA/IA 09.3%
 Siring MP: BAKER K W
 Majority 16,076

MORECAMBE AND LINESDALE C
 52.7% SD/IAI 24.9% IA/IA 22.5%
 Siring MP: BUNOT-BOTD M A
 Majority 11,785

N
NEW FOREST: C 64.7% / A 18.2%
Lab 08.5%
Sitting MP: MCNAIR-WILSON P D
Majority 21,732
NEWCASTLE: C 53.6% / Lab 27.9%
S/D/I 18.5%
Sitting MP: ALEXANDER R T
Majority 13,543
NEWCASTLE UPON TYNE: C 60.2% / A 18.3 31.9%
Lab 08.2%
Sitting MP: MCNAIR-WILSON N C
Majority 16,658
NEWCASTLE UPON TYNE
CENTRAL: Lab 44.3% C 35.9%
S/D/I 15.6% C 59.1% / A 16.1% R/P 0%
Sitting MP: COUSINS J M
Majority 2,483
NEWCASTLE UPON TYNE EAST
Lab 56.3% C 26.7% / A 16.1%
C 00%
Sitting MP: BROWN N H
Majority 12,500
NEWCASTLE UPON TYNE
NORTH: Lab 42.7% / A 18.32 37.5%
24.4%
Sitting MP: HENDERSON D J
Majority 5,243

HOLBORN AND ST PANCRAS: L
50.7%: C 31.2%: J/A 17.7%: RF
00.7%
Sitting MP: DOBSON FG

Majority 8.853
HOLLAND WITH BOSTON: C
 57.9%; LAAB 20.8%; Lab 28.6%; Loc
 Voipe 00.9%
 Sitting MP: BODY R
 Majority 17.595
HONITON: C 59.2%; SDPIAB 31.2
 Lab 08.5%; Loony 01.3%
 Sitting MP: EMERY P
 Majority 16.562
HORNCHURCH: C 51.2%; Lab
 28.4%; LAAB 20.5%
 Sitting MP: SQUIRER C
 Majority 10.694
HORNSEY AND WOOD GREEN:
 43.0%; Lab 40.8%; SDPIAB 15.2%;
 Grn 02.0%
 Sitting MP: ROSSI H A L
 Majority 1.779

Give Tories an overwhelming majority

<p>NORFOLK SOUTH: Lab 33.9% LIAI 12.7% NORFOLK WEST: Lab 33.9% LIAI 12.7% NORFOLK SOUTH WEST: Lab 33.9% LIAI 12.7% NORFOLK NORTH: Lab 33.9% LIAI 12.7% NORFOLK NORTH WEST: Lab 33.9% LIAI 12.7% NORFOLK NORTH EAST: Lab 33.9% LIAI 12.7% NORFOLK SOUTH EAST: Lab 33.9% LIAI 12.7% NORFOLK SOUTH WEST: Lab 33.9% LIAI 12.7% NORFOLK NORTH: Lab 33.9% LIAI 12.7% NORFOLK NORTH WEST: Lab 33.9% LIAI 12.7% NORFOLK NORTH EAST: Lab 33.9% LIAI 12.7% NORFOLK SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>ROSEDALE AND DARWEN: Lab 33.9% LIAI 12.7% ROSEDALE: Lab 33.9% LIAI 12.7% ROSEDALE NORTH: Lab 33.9% LIAI 12.7% ROSEDALE SOUTH: Lab 33.9% LIAI 12.7% ROSEDALE NORTH WEST: Lab 33.9% LIAI 12.7% ROSEDALE NORTH EAST: Lab 33.9% LIAI 12.7% ROSEDALE SOUTH WEST: Lab 33.9% LIAI 12.7% ROSEDALE SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>ST HELENS NORTH: Lab 33.9% LIAI 12.7% ST HELENS: Lab 33.9% LIAI 12.7% ST HELENS NORTH WEST: Lab 33.9% LIAI 12.7% ST HELENS NORTH EAST: Lab 33.9% LIAI 12.7% ST HELENS SOUTH WEST: Lab 33.9% LIAI 12.7% ST HELENS SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>TYNE BRIDGE: Lab 33.9% LIAI 12.7% TYNE BRIDGE NORTH: Lab 33.9% LIAI 12.7% TYNE BRIDGE SOUTH: Lab 33.9% LIAI 12.7% TYNE BRIDGE NORTH WEST: Lab 33.9% LIAI 12.7% TYNE BRIDGE NORTH EAST: Lab 33.9% LIAI 12.7% TYNE BRIDGE SOUTH WEST: Lab 33.9% LIAI 12.7% TYNE BRIDGE SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>WOLVERHAMPTON SOUTH: Lab 33.9% LIAI 12.7% WOLVERHAMPTON: Lab 33.9% LIAI 12.7% WOLVERHAMPTON NORTH: Lab 33.9% LIAI 12.7% WOLVERHAMPTON NORTH WEST: Lab 33.9% LIAI 12.7% WOLVERHAMPTON NORTH EAST: Lab 33.9% LIAI 12.7% WOLVERHAMPTON SOUTH WEST: Lab 33.9% LIAI 12.7% WOLVERHAMPTON SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>EDINBURGH SOUTH: Lab 33.9% LIAI 12.7% EDINBURGH: Lab 33.9% LIAI 12.7% EDINBURGH NORTH: Lab 33.9% LIAI 12.7% EDINBURGH NORTH WEST: Lab 33.9% LIAI 12.7% EDINBURGH NORTH EAST: Lab 33.9% LIAI 12.7% EDINBURGH SOUTH WEST: Lab 33.9% LIAI 12.7% EDINBURGH SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>PAISLEY SOUTH: Lab 33.9% LIAI 12.7% PAISLEY: Lab 33.9% LIAI 12.7% PAISLEY NORTH: Lab 33.9% LIAI 12.7% PAISLEY NORTH WEST: Lab 33.9% LIAI 12.7% PAISLEY NORTH EAST: Lab 33.9% LIAI 12.7% PAISLEY SOUTH WEST: Lab 33.9% LIAI 12.7% PAISLEY SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>MEIKENNYDD NANT CONWY: Lab 33.9% LIAI 12.7% MEIKENNYDD: Lab 33.9% LIAI 12.7% MEIKENNYDD NORTH: Lab 33.9% LIAI 12.7% MEIKENNYDD NORTH WEST: Lab 33.9% LIAI 12.7% MEIKENNYDD NORTH EAST: Lab 33.9% LIAI 12.7% MEIKENNYDD SOUTH WEST: Lab 33.9% LIAI 12.7% MEIKENNYDD SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>RENFREW WEST AND INVERCLYDE: Lab 33.9% LIAI 12.7% RENFREW WEST: Lab 33.9% LIAI 12.7% RENFREW WEST NORTH: Lab 33.9% LIAI 12.7% RENFREW WEST NORTH WEST: Lab 33.9% LIAI 12.7% RENFREW WEST NORTH EAST: Lab 33.9% LIAI 12.7% RENFREW WEST SOUTH WEST: Lab 33.9% LIAI 12.7% RENFREW WEST SOUTH EAST: Lab 33.9% LIAI 12.7%</p>	<p>STIRLING: Lab 33.9% LIAI 12.7% STIRLING NORTH: Lab 33.9% LIAI 12.7% STIRLING SOUTH: Lab 33.9% LIAI 12.7% STIRLING NORTH WEST: Lab 33.9% LIAI 12.7% STIRLING NORTH EAST: Lab 33.9% LIAI 12.7% STIRLING SOUTH WEST: Lab 33.9% LIAI 12.7% STIRLING SOUTH EAST: Lab 33.9% LIAI 12.7%</p>
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Steel led the Liberal party into merger

Wales

<p>ABERAVON: Lab 66.8% LIAI 16.1% ABERAVON NORTH: Lab 66.8% LIAI 16.1% ABERAVON SOUTH: Lab 66.8% LIAI 16.1%</p>	<p>ALYD AND DESIDE: Lab 45.6% LIAI 16.1% ALYD: Lab 45.6% LIAI 16.1% ALYD NORTH: Lab 45.6% LIAI 16.1%</p>	<p>BLAENAU GWENT: Lab 75.9% LIAI 16.1% BLAENAU GWENT NORTH: Lab 75.9% LIAI 16.1% BLAENAU GWENT SOUTH: Lab 75.9% LIAI 16.1%</p>	<p>CAERNARFON: Lab 57.1% LIAI 16.1% CAERNARFON NORTH: Lab 57.1% LIAI 16.1% CAERNARFON SOUTH: Lab 57.1% LIAI 16.1%</p>	<p>DOWN NORTH: Lab 45.2% LIAI 16.1% DOWN: Lab 45.2% LIAI 16.1% DOWN SOUTH: Lab 45.2% LIAI 16.1%</p>
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Ireland

<p>ANTHEM EAST: Lab 71.6% LIAI 16.1% ANTHEM: Lab 71.6% LIAI 16.1% ANTHEM NORTH: Lab 71.6% LIAI 16.1%</p>	<p>BELFAST EAST: Lab 62.0% LIAI 16.1% BELFAST: Lab 62.0% LIAI 16.1% BELFAST NORTH: Lab 62.0% LIAI 16.1%</p>	<p>BELFAST SOUTH: Lab 62.0% LIAI 16.1% BELFAST SOUTH NORTH: Lab 62.0% LIAI 16.1% BELFAST SOUTH SOUTH: Lab 62.0% LIAI 16.1%</p>	<p>DOWN NORTH: Lab 45.2% LIAI 16.1% DOWN: Lab 45.2% LIAI 16.1% DOWN SOUTH: Lab 45.2% LIAI 16.1%</p>	<p>DOWN SOUTH: Lab 45.2% LIAI 16.1% DOWN SOUTH NORTH: Lab 45.2% LIAI 16.1% DOWN SOUTH SOUTH: Lab 45.2% LIAI 16.1%</p>
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Channon: former Tory transport secretary

<p>SOUTHPORT: Lab 48.0% LIAI 16.1% SOUTHPORT NORTH: Lab 48.0% LIAI 16.1% SOUTHPORT SOUTH: Lab 48.0% LIAI 16.1%</p>

Doubts remain over which party will gain if the Liberal Democrats prosper

Poll surge revives three-party politics

BY ROBIN OAKLEY, POLITICAL EDITOR

IN THEORY the Liberal Democrats, entering this election with 22 seats, should finish with a smaller number in the next parliament. They have never yet approached in the opinion polls since 1987 the 23 per cent of the vote obtained at the last general election by the SDP/Liberal Alliance. But the party has risen lately in the polls, benefiting ironically from the publicity given to Paddy Ashdown over a five-year-old affair with a secretary.

Third parties have shown an ability to hold on to seats against the trend, and the Liberal Democrats have prospered over the past year, helped by the performance of their leader during the Gulf war, by their by-election victories at Eastbourne, Ribblesdale and Kincardine and Deeside, and by an unexpectedly good performance in last year's local government elections when they gained more than 500 seats.

The national picture is again becoming one of three-party politics. The importance of that to election prospects is that the Alliance ran second in 228 of the 375 seats won by the Conservatives in 1987.

The question is whether any further Liberal Democrat surge will help the Conservatives by splitting the anti-

BALANCE OF POWER

Conservative vote, as tended to happen in 1983 and 1987, or whether, by capturing a number of seats from the Tories, they will help Labour. Commentators believe that the effect this time could be more like 1964, when a 1.5 million rise in the Liberal vote put an end to 13 Tory years and brought Harold Wilson to power. In February 1974 the Liberals gained four million votes and Edward Heath lost. In 1979 they dropped one million and Mrs Thatcher came to power.

The problem for the Liberal Democrats is in establishing themselves as an election-time alternative for hard-headed voters rather than a mere mid-term receptacle for protest votes. Mr Ashdown and Des Wilson, the campaign director, have attempted to confront the "wasted vote" argument head-on, and Mr Ashdown has tried to give his party a harder-edged programme. He hopes people will vote for and against them according to conviction, not as an escape from other parties. He has derided Labour as a conservative party with no radical ideas. His pitch is for power and not for holding the balance.

The Liberal Democrats will be looking to hold on to gains

in Eastbourne, Ribblesdale and Kincardine and Deeside, where they achieved by-election swings of 20, 25 and 11 per cent. And they will have in their sights the Tory party chairman, Chris Patten, whose majority over an Alliance candidate in Bath last time was a precarious 1,412. They will be expecting to score well at Cheltenham, where Tories engaged in an ugly split over the selection of John Taylor, the black candidate who takes over a majority of less than 5,000 from Sir Charles Irving and where they have regularly come close in the past. They can claim strong roots in the "Celtic fringe" — areas of Scotland, Wales and the West Country. But now their appeal may be widening to better-off areas, especially in the south, where Conservative supporters have been alienated by mortgage rate increases and frightened by unemployment. They are breathing hard down the necks of some Tory MPs.

Lord James Douglas-Hamilton, the junior Scottish minister, holds Edinburgh West by no more than 1,234. Most vulnerable of all is David Martin, the Tory MP for Portsmouth South, whose future hangs on a thread of 205 votes.

The Liberal Democrats have their danger spots. They will be anxious to see how big a personal vote the departing personality Sir Cyril Smith had in Rochdale, where he is succeeded as candidate by the actress Liz Lynne. At Brecon and Radnor, Richard Lacey has a majority of only 56 votes in a close three-party contest last time, and nine of his colleagues have majorities below 5,000.

Top 20 Tory targets for Liberal Democrats			
Seat	% swing required		% swing required
Portsmouth S	0.2	Conry	3.7
Stockton S	0.7	Cheltenham	3.9
Cambridgeshire NE	1.3	Plymouth Sutton	4.0
Edinburgh W	1.3	Plymouth Drake	4.0
Bath	1.4	Dorset N	4.1
Hereford	1.4	Isle of Wight	4.1
Colne Valley	1.5	Oxford W & Abingdon	4.5
Hazal Grove	1.6	Falmouth & Camborne	4.7
Richmond & Barnes	2.0	Cambridge	4.7
Kincardine & Deeside	2.2	Stevens	4.8

HOW THE MORI SHARE TRANSLATES INTO SEATS

Labour majority

CONSERVATIVE %

LABOUR %

	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46
46	C: 271 L: 236 O: 25	C: 243 L: 268 O: 25	C: 248 L: 263 O: 25	C: 253 L: 258 O: 25	C: 258 L: 253 O: 25	C: 263 L: 248 O: 25	C: 268 L: 243 O: 25	C: 273 L: 238 O: 25	C: 278 L: 233 O: 25	C: 283 L: 228 O: 25	C: 288 L: 223 O: 25	C: 293 L: 218 O: 25	C: 298 L: 213 O: 25	C: 303 L: 208 O: 25	C: 308 L: 203 O: 25
45	C: 236 L: 261 O: 25	C: 241 L: 256 O: 25	C: 246 L: 251 O: 25	C: 251 L: 246 O: 25	C: 256 L: 241 O: 25	C: 261 L: 236 O: 25	C: 266 L: 231 O: 25	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25
44	C: 241 L: 256 O: 25	C: 246 L: 251 O: 25	C: 251 L: 246 O: 25	C: 256 L: 241 O: 25	C: 261 L: 236 O: 25	C: 266 L: 231 O: 25	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25
43	C: 246 L: 251 O: 25	C: 251 L: 246 O: 25	C: 256 L: 241 O: 25	C: 261 L: 236 O: 25	C: 266 L: 231 O: 25	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25
42	C: 251 L: 246 O: 25	C: 256 L: 241 O: 25	C: 261 L: 236 O: 25	C: 266 L: 231 O: 25	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25
41	C: 256 L: 241 O: 25	C: 261 L: 236 O: 25	C: 266 L: 231 O: 25	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25
40	C: 261 L: 236 O: 25	C: 266 L: 231 O: 25	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25
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38	C: 271 L: 226 O: 25	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25
37	C: 276 L: 221 O: 25	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25	C: 346 L: 151 O: 25
36	C: 281 L: 216 O: 25	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25	C: 346 L: 151 O: 25	C: 351 L: 146 O: 25
35	C: 286 L: 211 O: 25	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25	C: 346 L: 151 O: 25	C: 351 L: 146 O: 25	C: 356 L: 141 O: 25
34	C: 291 L: 206 O: 25	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25	C: 346 L: 151 O: 25	C: 351 L: 146 O: 25	C: 356 L: 141 O: 25	C: 361 L: 136 O: 25
33	C: 296 L: 201 O: 25	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25	C: 346 L: 151 O: 25	C: 351 L: 146 O: 25	C: 356 L: 141 O: 25	C: 361 L: 136 O: 25	C: 366 L: 131 O: 25
32	C: 301 L: 196 O: 25	C: 306 L: 191 O: 25	C: 311 L: 186 O: 25	C: 316 L: 181 O: 25	C: 321 L: 176 O: 25	C: 326 L: 171 O: 25	C: 331 L: 166 O: 25	C: 336 L: 161 O: 25	C: 341 L: 156 O: 25	C: 346 L: 151 O: 25	C: 351 L: 146 O: 25	C: 356 L: 141 O: 25	C: 361 L: 136 O: 25	C: 366 L: 131 O: 25	C: 371 L: 126 O: 25

Hung parliament

Conservative majority

How the parties fare: the table shows the share-out of seats on a uniform swing, depending on Tory percentage vote, top, and Labour, left. "Others" are always 3 per cent of seats, and Lib Dems the rest.

Casting about for votes

BY ROBERT MORGAN

TORY hopes of picking up thousands of votes from Britons living abroad appear to have been dashed. Only a few thousand of the two and half million expatriates entitled to vote have registered.

In 1989 the law was changed, extending the right to vote to expatriates who had lived overseas for up to 20 years. Previously it was five years. Conservative Central Office mounted a publicity campaign, but it failed to produce an upsurge in registrations. Many of the party's 48 overseas branches ran local advertising campaigns. According to the Office of

EXPATRIATES

Population, Censuses and Surveys, only 34,454 names appeared on last year's overseas register.

Labour, meanwhile, is hoping to persuade disabled and housebound voters to register for a postal or proxy vote. According to Jack Ashley, the chairman of the all-party disabled group, disabled people find it difficult to get information about how to get on to the electoral register.

Labour has been pressing the Home Office to give greater publicity to postal and proxy voting arrangements. Once an election is called, there is only ten days to register for a postal or proxy vote. It is estimated that there are up to 6,000 household electors in each constituency.

Party leaders woo women

BY SHEILA GUNN

WITH women making up more than half the electorate, the party leaders are competing fiercely for their votes. John Major, Neil Kinnock and Paddy Ashdown—all talk about choice and opportunities. When it comes to the key question of what social engineering should be carried out to change women's lives, they are not so sure.

The Conservative party in the Thatcherite 1980s was hung up about two distinct types of Tory women in evidence at their annual conferences. There were those dominating the grassroots and constituency associations, the "nesters" who believed a woman's place was primarily in the home; and the "highfliers", under the banner of the former party vice-chairman for women, Emma Nicholson.

In the past few years that line became blurred as it was recognised that most women fall into both categories at different times in their lives. Independent taxation together with tax relief on savings of non-earners both brought benefits for many women.

Tory policy now makes some concessions to both camps. After wobbling about child benefit in the mid-1980s, the party is committed to continuing to pay it to all mothers, with annual uprating in line with inflation. Extra money is promised for poor families through increased family credit. Tax relief on workplace nurseries was a token move towards working mothers, but many are reluctant to travel to work with their offspring, and



Richardson: wants improved maternity rights

FAMILIES

there are still those in the party who are loathe to give financial inducements to mothers with very young children to go to work.

With an all-male cabinet, only 17 women MPs and only six women candidates selected for Tory-held seats, Mr Major is sensitive to the charge of neglecting women within government. Labour and the Liberal Democrats openly support some degree of positive discrimination. The Conservatives appear to be converted to such devices, albeit more discreetly.

Labour has gone through less soul-searching. Jo Richardson, the shadow minister for women, recognises that many mothers choose to work part-time and would benefit

from the same employment rights as full-time workers. For those working full-time, she wants maternity rights in line with many other European countries.

In the party's *Woman Today* magazine, Ms Richardson wrote: "Better childcare, time off for parents, first-rate training, fair pay and more flexible working hours — they're all essential to help women and men combine caring for a family with earning a living." Neil Kinnock is committed to offering nursery school places to every three- and four-year-old by the year 2000.

The Liberal Democrats promise similar support and, in addition, are committed to electoral reform. They believe that a PR voting system would bring far more women into politics and public life.

Students favour Labour

BY JOHN WINDER

MORI polls taken in the past four years show that if the decision were left to them alone, voters in the 18 to 24 age group would have given Labour a majority over the Conservatives at any time since the end of 1987.

At the 1987 election, the age group showed a wide vote for Labour of 39 per cent, as against 37 per cent for the Conservatives.

In the last quarter of 1991, Labour support stood at 47 per cent, while the Conservatives had 36 per cent, at the expense of the Liberal Democrats, who reached a high of 12 per cent backing among

these young voters in the third quarter of the year, but fell back to 10 per cent by the end of the year.

John Major's decision to go to the country on April 9 will dissipate a significant proportion of the student vote, since many will be away enjoying Easter vacations. Several of the larger seats of learning are in marginal constituencies and the absence of a number of student voters could have a critical effect.

There must be a footnote to any consideration of youthful voting: that young people are much less likely to go to the polls than their elders. The voting record of the 18-24 year olds is usually under 50 per cent, while more than 80 per cent of pensioners put their crosses on ballot papers.

Muslims split over Westminster role

BY PETER MULLIGAN

ONE of the most intriguing of the election dramas will be played out in the Muslim community, where a clear split lingers after the Salman Rushdie affair.

The determination by some to see Muslim MPs at Westminster is flatly countered by Dr Kalim Siddiqui, director of the Muslim Institute, who calls such efforts "an utter waste of time". He insists that the influence of even half a dozen would be swamped by a parliamentary system controlled by the rigours of the whip and ruthless adherence to party line.

Dr Siddiqui has set up a "Muslim parliament" which he predicts will "carry enormous weight" in the community. He believes Muslims will largely withhold their votes at the general election because of the bitterness left by the row over *The Satanic Verses*.

If he is right (and mainstream politicians take issue with him), the impact could affect marginal seats in the North of England held by Labour, which traditionally takes most ethnic votes, black as well as Asian.

Key constituencies where the Muslim population exceeds the majority of the sitting MPs are at Bradford South which Bob Croy holds by 309, and Dewsbury where Ann Taylor, a member of the shadow cabinet, has a lead of 445. Max Madden, at Bradford West, is safer with a margin of more than 7,000. At Bradford North, Terry Rooney enjoys a 9,514 major-

ETHNIC VOTES

ity after a by-election following the death of his predecessor, who led by less than 2,000. Observers will be watching to see whether the swing will be retained.

Labour believes it can win votes as a result of the collapse of the Bank of Credit and Commerce International, which hit Asian businessmen particularly hard and caused resentment against the authorities.

The party could draw comfort from opinion poll data from Mori covering January to December last year showing the resilience of its grip on the ethnic vote with 63 per cent of Asians and 68 per cent of blacks intending to support Neil Kinnock. The figures supporting the Tories are 29 per cent of Asians and 20 per cent of blacks. The Liberal Democrats appear to have a slim appeal to the ethnic population — 6 per cent of Asians and 10 per cent of blacks.

Neel Deva, who hopes to be the first Asian Tory MP at Brentford and Isleworth where Sir Barney Hayhoe retires leaving a majority of 7,953, is sceptical of Mr Siddiqui's assertions. However, he supports the creation of the "Muslim parliament".

Rejecting any notion that votes will be withheld at the general election, he said that British Asians should play an active role in the political and social institutions of the country.

SNP hopes for independence election

BY JOHN WINDER

A PRE-ELECTION surge in support for self-government for Scotland has moved nationalism into the front line for the election and threatens to upset traditional voting patterns north of the border.

Survey results boosted the hopes of the Scottish National Party, and some commentators believe that they could restore their Westminster representation to the double figures the party enjoyed in the 1970s.

The nationalist card began to assume dramatic importance in early February when an ICM/Scotsman survey indicated that half the people of Scotland would welcome independence.

All three United Kingdom parties are under threat if indications of support for self-government are converted into votes for the SNP.

Just as interesting is the effect of an increased SNP vote on parties that were runners up in 1987.

The Conservatives, as the only party sticking firmly by the union and not offering either independence, like the SNP, or a devolved Scottish parliament, like Labour and the Liberal Democrats, are hoping the debate will polarise and squeeze the Labour and Liberal Democrat vote, so saving some threatened Tory seats.

Until Christmas, it seemed that the SNP would be fighting simply to keep three seats it won at the last election from the Conservatives and striving to regain Dundee East and Western Isles from Labour. But the nationalists detected a strong upsurge of support for their cause during the summer of 1

Biggest shift since 1945 needed to put Kinnock in No 10

Labour looks for record swing

Labour probably needs a majority of about 15 to govern for a full parliament, Ivor Crewe writes. The party has not achieved such a turnaround since the end of the second world war

TO CUT through the psephological complexities of the election all one has to do is remember the 4-6-8 rule. These are the size of the Conservative-to-Labour swings needed to produce each of three key outcomes: A 4 per cent swing would deprive the Conservatives of their overall majority. A 6 per cent swing would make Labour the single biggest party in the Commons. An 8 per cent swing would give Labour a bare overall majority.

The coming contest will elect 651 MPs (one more than last time because the over-sized Milton Keynes seat has been split into two). For an overall majority, Labour needs 326 seats - 97 gains to add to its 1987 total of 229. Ignoring by-election gains since then, this requires a uniform national swing (UNS) of exactly 8.0 per cent.

The likelihood of by-election defeats and backbench defections means that Labour would probably need an overall majority of about 15 to govern for a full parliament. That would require a UNS of 8.3 per cent, or even more if the Liberal Democrat vote exceeds 20 per cent.

In one sense the 4-6-8 formula is misleading because, despite current polls, it assumes that the Liberal Democrats will hold on to the 23 per cent vote the Alliance won in 1987. If the Liberal Democrat vote falls to 13 per cent, Labour will need a 5.1 per cent swing to rob the Conservatives of their majority and a 6.7 per cent swing to become the largest party. A 5-7-8 formula might be more realistic.

The historical record shows that Labour faces a formidable task. It last achieved swings of the magnitude required in its landslide victory of 1945, a remarkable 13.9 per cent. But there were special factors: Labour had been part of the wartime coalition, no election had been held for ten years, and the upheaval of

war-disrupted normal voting patterns. Since 1945 the largest swing to Labour at any election was 3.1 per cent (in 1964) and to the Conservatives 5.3 per cent (in 1979). Even to reach first base and push John Major into a minority government, the swing to Labour needs to exceed that of any election since 1945.

Calculations based on the national swing always assume that it is uniform across the country. In reality it has become less and less so in recent elections. Four factors produce constituency variations in the swing:

1 The incumbency effect: Newly elected MPs tend to build up a personal vote by the following election, especially if they are defending a marginal seat and have a strong incentive to cultivate their constituency. This can be worth up to 1,500 votes where the MP has replaced a long-standing MP of another

party whose seat became marginal through population changes.

Most of those newly elected in marginal seats in 1987 were Labour MPs, who should enjoy above average swings in their favour if, as expected, the national tide flows to their party. But incumbency effects might buck the odds and save some of the five Conservative gains from Labour in 1987 (Battersea, Ipswich, Thurrock, Walthamstow and Wolverhampton NE) and, more probably, the four Conservative gains from the Alliance (Cambridge North, Colne Valley, Isle of Wight and Stockton S) especially if the anti-government swing is fairly moderate.

The incumbency factor should also help Liberal Democrats to hold most of their seats, even if their vote falls well below that of 1987. This could deprive the Conservatives of up to five mar-

ginally held Liberal Democrat seats (Argyll and Bute, Brecon and Radnor, Fife NE, Southport and Truro) which would fall to them on a strict application of the UNS.

2 Geographical factors: Geographical variations in the swing are normal but their impact on the two-party balance depends on precisely where the swing deviates from the national average and in what direction. Whatever its constitutional ramifications, a heavy swing to Labour in Scotland will have little impact on seats because only five of Labour's 100 target seats are north of the border. They are disproportionately concentrated in Greater London (24 seats) and the Northwest (21).

Since 1979 Labour has performed better than average in the Northwest and worse than average in London. A repeat of that pattern this time would produce unexpected gains for Labour

in the Northwest but unexpected failures in London: the net impact on the two big parties would be negligible. If depopulation in the Northwest and the recession in London produced an above average swing to Labour in both regions, Labour could reach each of the three winning posts with less than 4-6-8.

A third crucial region is the West Midlands, which contains a concentration of seats among the 100th to 115th of Labour's target seats. An above-average swing in the West Midlands could compensate for a below-average swing in London or make the difference between a bare and a secure majority.

3 Tactical voting: In theory tactical voting could undermine projections based on the UNS assumption. For example, despite a drop in the party's national vote, well-placed Liberal Democrats could threaten a number of Conservative seats if they persuaded Labour supporters to cast a tactical vote for them.

In practice, tactical voting - strictly speaking the increase in tactical voting - has been too limited and patchy in the past to affect more than a handful of seats.

Conservative seats are only likely to fall to tactical voting if there is anyway a sizeable national swing against the government. Even then the Conservatives could hold on to the Liberal Democrats' best prospects if, as polls indicate, former Alliance supporters in these seats switch back to Labour.

4 Local party splits and independents: These can produce surprise results in individual seats but are too few in number to alter the two-party balance.

By far the best predictor of the eventual result is the national swing, even if local variations produce some individual surprises.

Ivor Crewe is professor of government at the University of Essex.

	C	Lab	L/Dem	SDP	Nat	Irish	
England (Electorate: 35,958,364)	12,521,298	8,006,486	6,467,350	-	137,708	27,133,522	
% of turnout	48.2	29.5	23.8	-	0.5	78.4	
MPs	357	186	10	-	1	533	
Swing from C to Lab 1.2%							
Scotland (Electorate: 3,982,460)	713,061	1,258,132	570,048	416,473	10,089	2,957,806	
% of turnout	54.0	42.4	18.2	14.3	0.3	75.1	
MPs	10	50	9	3	0	72	
Swing from C to Lab 5.6%							
Wales (Electorate: 2,181,332)	501,316	785,209	304,230	123,599	3,742	1,698,096	
% of turnout	59.8	45.1	17.9	7.3	0.2	78.3	
MPs	8	24	3	3	0	38	
Swing from C to Lab 4.5%							
N Ireland (Electorate: 1,088,100)	-	-	-	-	730,152	730,152	
% of turnout	-	-	-	-	100	67.0	
MPs	-	-	-	-	17	17	
United Kingdom (Electorate: 43,181,237)	13,736,405	10,029,807	7,341,523	540,072	881,671	32,528,578	
% of turnout	42.2	30.5	22.6	1.7	2.7	75.3	
MPs	376	229	22	6	18	650	
Swing from C to Lab 1.7%							

* The Speaker and including the Speaker

Marginals likely to rewrite political map

By SHEILA GUNN
POLITICAL CORRESPONDENT

A SMALL fraction of the voters in about 160 seats will largely determine the outcome of the election.

The title of most marginal constituency in Britain is shared by Labour-held Mansfield and the Welsh seat of Brecon and Radnor, in the hands of the Liberal Democrats, each with majorities for the sitting MPs of a whisker-thin 56. However, the odds look better for both men returning to Westminster than for many of their colleagues.

Alan Meale squeezed into Parliament at the last election when a rise in the Tory vote all but demolished Labour's majority in the Nottinghamshire seat of Mansfield. However a swing away from the Tories in the Midlands and north could be in his favour.

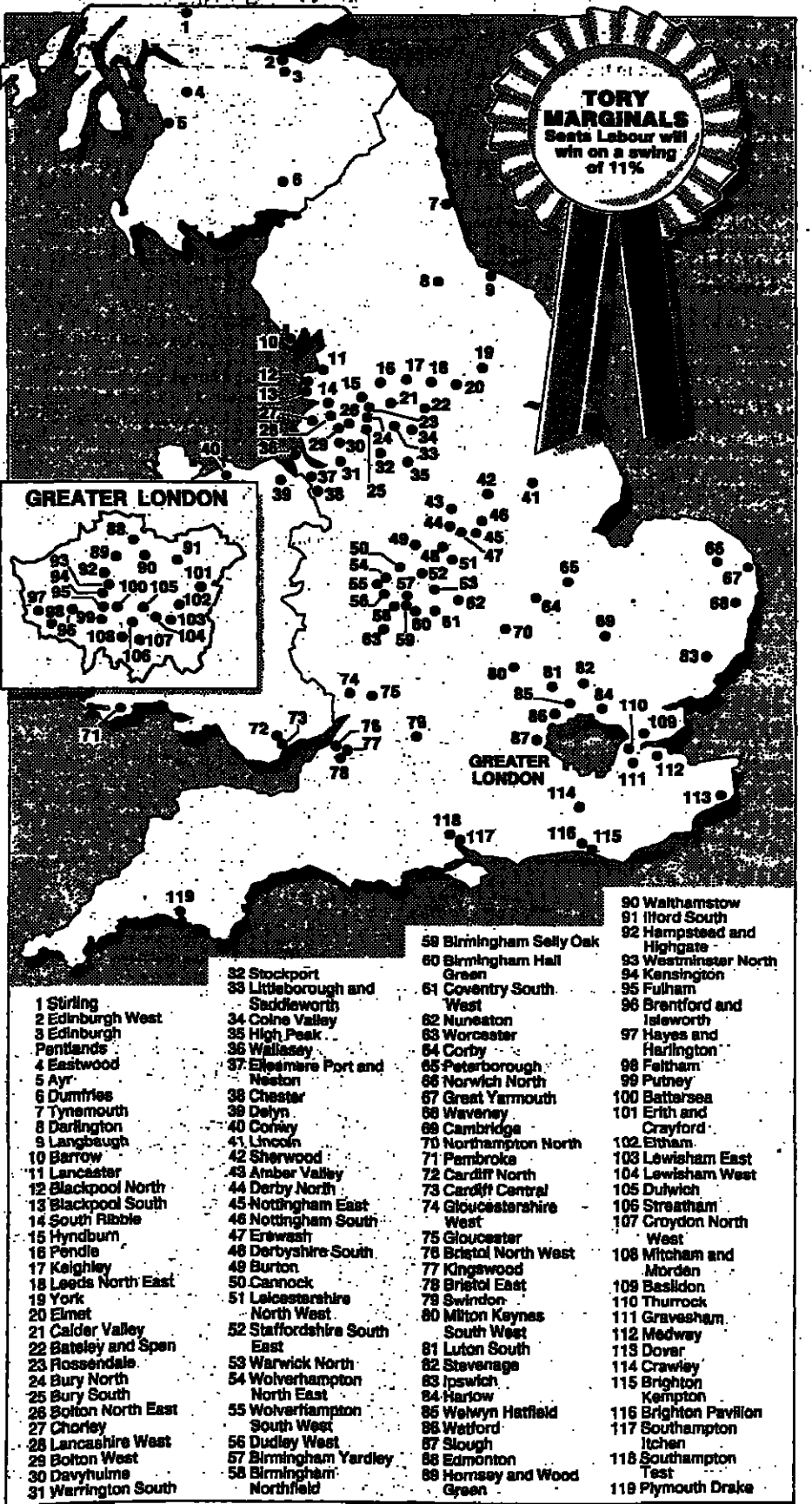
Richard Livesey, the tall, quiet-spoken farmer who won the sprawling mid-Wales seat of Brecon and Radnor from the Tories in a by-election in 1985, has amassed a formidable personal following during the past six years. He faces a three-cornered fight as his main challenger is Conservative, but Labour came a close third in 1987.

The Tories have the highest number of seats where the majority is 10 per cent or less. Those seats most at risk are York (Conal Gregory) majority 147 over Labour; Ayr (formerly Sir George Younger) majority 182 over Labour; Portsmouth South (David Martin) majority 205 over SDP/All; Wolverhampton North East (Maureen Hicks) majority 204 over Labour; Dulwich (Gerald Bowden) majority 180 over Labour; and Thurrock (Tim Janman) majority over Labour 690.

Lynda Chalker, the overseas development minister, is defending a 279 majority in Walsley, deep into Merseyside. Her only salvation could be the dispute over the official Labour candidate and a boost in the Liberal Democrat vote from disenchanted Labour supporters.

Among the seats attracting the spotlight during the election campaign are Hampstead & Highgate, where the actress Glenda Jackson represents Labour's hope of overturning the Tory majority of 2,221. The Tory candidate is Oliver Letwin, a former member of the Downing Street policy unit, in place of Sir Geoffrey Finsberg.

Sebastian Coe's attempt to hold Falmouth and Camborne, where the Tory majority in 1987 was 5,039, will test Conservative support in the West Country. His main threat is from the Liberal



Three of the most mercurial seats will be those won by the Social Democrats in 1987. With an SDP candidate taking David Owen's place in Plymouth Devonport, it appears to be an open four-horse race between SDP, Liberal Democrat, Labour and Conservative. Rosie Barnes is vulnerable to a Labour challenge from Nick Raynsford in Greenwich and John Cartwright must see off Labour to hold Woolwich.

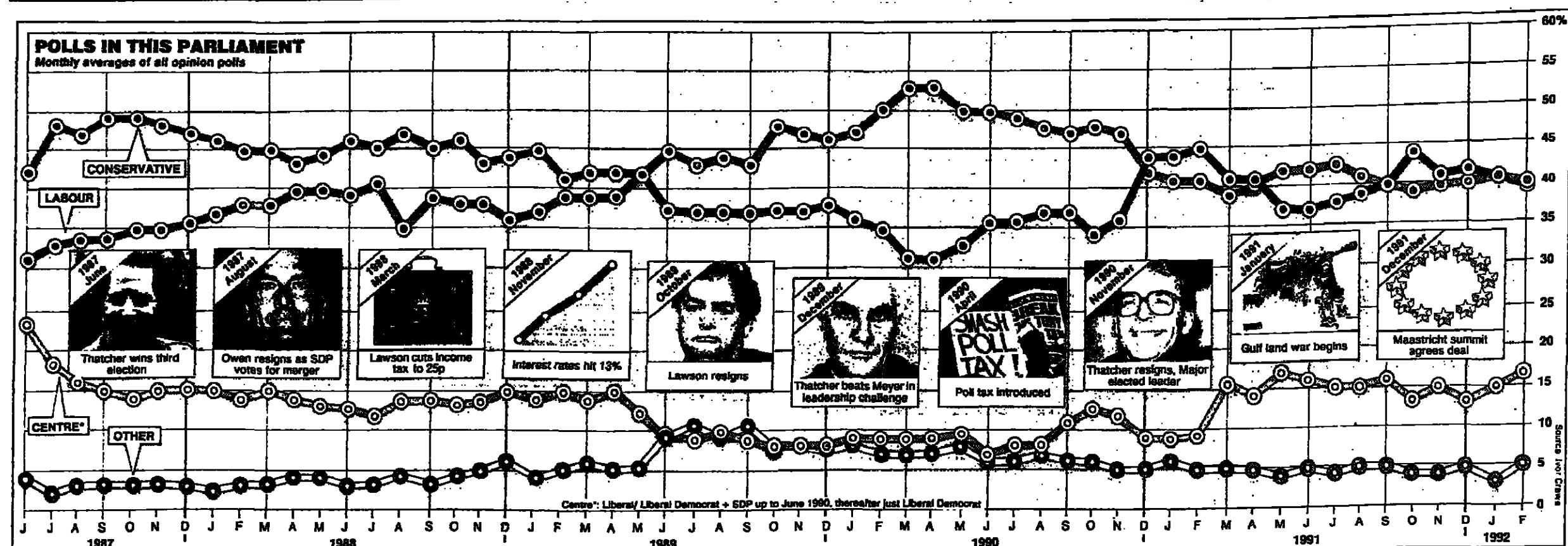
In Labour marginals the picture might be slightly brighter with fewer sitting MPs holding on to majorities of less than 10 per cent. Apart from Mansfield, a swing of less than 5 per cent would oust the sitting Labour MPs in Bradford South (Bob Cryer), Norwich South (John Bowis), Hove (John Taylor) and Wokingham (Sir Hugh Rossi, C). Richmond & Barnes (Jeremy Hanley, C), Walthamstow (Hugh Summerson, C), Hampstead & Highgate (Sir Geoffrey Finsberg, C), Islington South & Finsbury (Tom Smith, Lab), Tooting (James Cox, Lab) and Brent East (Ken Livingstone, Lab).

Apart from London, three of the most politically divided cities are Nottingham, Leicester and Bristol. Michael Knowles' held Nottingham East for the Tories at the last election with a majority of 456 and Martin Brandon-Bravo saw off the Labour challenge in Nottingham South by only 2,234 votes. However Labour's Graham Allen won the city's northern constituency from the Tories by 1,665.

Labour won two seats from the Tories in Leicester last time out to give them control of the city's three seats. In Bristol, the Tories held three of the four constituencies.

An early analysis of the marginal seats most at risk indicates that the Tories could be upset by Labour in some northern and more urban seats and by Labour or Liberal Democrats in areas hardest hit by the recession. In turn, the Liberal Democrats face threats from a Labour or nationalist surge and Labour needs to hold inner-city areas reshaped by increased home ownership and gentrification.

SWING FROM LABOUR TO CONSERVATIVE						
Election result on 2% swing	C 402	Lab 203	L/Dem 20	SDP 3	Nat 6	Irish 17
C majority: 153						
C gains from Lab: 18	The Wrekin	Aberdeen S	Leicester S	L/Dem gains from Lab: 2		
Cardiff	West Bromwich E	Leicester W	Walsall N			
Halifax	Leicester E	Derby S	Leicester E			
Chorley SW	Nottingham N	Nottingham N	Edinburgh S			
Walsall S	Bristol S	Bradford N				
Election result on 1% swing	C 384	Lab 223	L/Dem 18	SDP 3	Nat 6	Irish 17
C gains from Labour: 8						
Mansfield	Glanford & Scunthorpe					
Bradford S	Crewe & Nantwich					
Nottingham S						
Dewsbury	C gains from L/Dem: 1					
	Brecon & Radnor					
NO SWING BETWEEN CONSERVATIVE AND LABOUR						
Election result on no swing	C 377	Lab 229	L/Dem 19	SDP 3	Nat 6	Irish 17
C majority: 103						
SWING FROM CONSERVATIVE TO LABOUR						
Election result on 1% swing	C 365	Lab 240	L/Dem 20	SDP 3	Nat 6	Irish 17
C majority: 79						
Lab gains from C: 11						
York	Thurrock					
Ayr	Ipswich					
Wolverhampton NE	Boston NE					
Dulwich	Battersea					
Walsley	L/Dem gains from C: 1					
Nottingham E Stirling	Portsmouth S					
Election result on 2% swing	C 357	Lab 247	L/Dem 21	SDP 3	Nat 6	Irish 17
C majority: 63						
Lab gains from C: 7						
Lancashire West	Ellesmere Port & Neston					
Salisbury	Langbaurgh					
Hove	Corby					
Hornsey & Wood Green	L/Dem gains from C: 1					
	Stockton South					
Election result on 3% swing	C 336	Lab 263	L/Dem 26	SDP 3	Nat 6	Irish 17
C majority: 21						
Lab gains from C: 16						
Nottingham S	Bury S					
Walthamstow	Basildon					
Tynemouth	Stratford					
Hyndburn	Birmingham Northfield					
Cardiff C	Birmingham Yardley					
Birmingham Selly Oak						
Hampstead & Highgate	L/Dem gains from C: 5					
Derby North	Cambridgeshire North East					
Derby South	Edinburgh W					
Derby North	Harrogate					
Derby South	Bath					
Derby North	Colne Valley					
Election result on 4% swing	C 325	Lab 273	L/Dem 27	SDP 3	Nat 6	Irish 17
No overall majority. C short of majority by 1						
Lab gains from C: 10						
Stockport	Slough					
Warrington S	King's Wood					
Coventry SW	Sharnbrook					
Barrow	Westminster N					
Swindon	L/Dem gains from C: 2					
Colne Valley	Hazel Grove					
	Richmond & Barnes					
Election result on 5% swing	C 315	Lab 284	L/Dem 27	SDP 3	Nat 6	Irish 17
No overall majority. C short of majority by 11						
Lab gains from C: 9						
Bradford E	Luton S					
Bolton W	Basildon					
Edinburgh Pentlands	L/Dem gains from C: 1					
Lewisham W	Liverpool Mossley Hill					
Woolwich	Lab gains from SDP: 1					
Feltham	Woolwich					
Chester	L/Dem gains from C: 1					
	Kincardine & Deeside					
Election result on 6% swing	C 303	Lab 298	L/Dem 28	SDP 3	Nat 6	Irish 17
No overall majority. C short of majority by 23						
Lab gains from C: 11						
Peterborough	Derby N					
Croydon NW	Cambridge					
Calder Valley	Doncaster					
Harrogate	Doncaster					
Harlow	Doncaster					
Leigh	Doncaster					
Ilford S	Doncaster					
Lewisham E	Doncaster					
Election result on 7% swing	C 293	Lab 308	L/Dem 28	SDP 3	Nat 6	Irish 17
No overall majority. Lab short of majority by 18						
Lab gains from C: 10						
Brighton NW	Lincoln					
Vale of Glamorgan	Mitcham & Morden					
Southampton Itchen	Chorley					
Southampton Test	Leicestershire NW					
Bury N	Hayes & Uxbridge					
Election result on 8% swing	C 272	Lab 326	L/Dem 29	SDP 3	Nat 6	Irish 17
Lab majority: 1						
Lab gains from C: 17						
South Ribbles	Eltham					
Lancaster	Eltham & Crayford					
Kensington	North North					
Peterborough	North North					
Eastwood	Peterborough					
Brentwood & Isleworth	Dudley W					
Fulham	Derbyshire South					
Edmonton	Blackpool S					
Gravesend						
Election result on 9% swing	C 255	Lab 340	L/Dem 31	SDP 3	Nat 6	Irish 17
Lab majority: 29						
Lab gains from C: 14						
Durham	Amber Valley					
Corby	Burnt					
Slough	Plymouth Drake					
Warrington S	Milton Keynes SW					
Birmingham Hall Green	Northampton N					
High Peak	L/Dem gains from C: 3					
Blackpool N	Devon North					
Littlborough & Saddleworth	Isle of Wight					
	Oxford West & Abingdon					
Election result on 10% swing	C 247	Lab 346	L/Dem 33	SDP 3	Nat 6	Irish 17
Lab majority: 41						
Lab gains from C: 8						
Walsley	Worcester					
Warrington S	Monmouth					
Derbyshire West	L/Dem gains from C: 2					
Cardiff N	Falmouth & Camborne					
	Corwall N					
Election result on 11% swing	C 234	Lab 357	L/Dem 35	SDP 3	Nat 6	Irish 17
Lab majority: 63						
Lab gains from C: 11						
Wolverhampton SW	Brighton Kemptown					
Leeds NE	Brighton Pavilion					
Walsley	Sturminster SE					
Great Yarmouth	Leeds NW					
	Crawley					
	L/Dem gains from C: 2					
	Devon West & Torridge					



Major begins to lose his 'teflon' image

By IVOR CREWE

KEY indicators in the opinion polls underline the Conservative party's vulnerability at this election. It is entering the campaign with ratings that have steadily deteriorated since the autumn and are markedly poorer than before the 1987 election.

The most worrying figure for the Conservatives is the mere 25 per cent of voters who say they are "satisfied with the way the government is running the country". This is the lowest proportion since just before Mrs Thatcher resigned in November 1990 and has been gradually drifting down since the autumn party conference. At the same stage before the last election, satisfaction with the government was, at 40 per cent, much higher.

Declining satisfaction with the government reflects growing gloom about the economy as the recession lingers on. In September 1991 optimism outnumbered pessimists by 40 to 27 per cent; by February pessimists just outnumbered optimists, by 32 to 30 per cent. The figures compare ominously with the 35 to 21 ratio of optimists to pessimists in April 1987, shortly before the last election.

Recent academic research has identified voters' assess-

ment of their personal financial prospects as a key predictor of support for the party in government. Here the figures look slightly more promising for the Conservatives. Half the voters do not expect the financial situation over the next year to change over the next year; the other half are fractionally more likely to see improvement (25 per cent) than deterioration (22 per cent). But, again, voters are less cheerful than before the last election, when optimism outnumbered pessimists by 30 to 18 per cent.

Given the widespread dissatisfaction with the government's record and continuing doubts about economic prospects, it may seem surprising that the Conservatives are level pegging with Labour in the polls. One reason is that voters still trust the Conservatives under Mr Major more than Labour under Mr Kinnock to deal with the recession — almost certainly the central issue in the election. None the less, the Conservatives' lead on this issue has gradually narrowed, from 18 per cent last September to 12 per cent last month. When the identical question (with only the names of the party leaders changed) was asked by Gallup a month before the

1984 election the Conservatives under Sir Alec Douglas-Home were also 12 per cent ahead, but went on to lose the election.

The Conservatives are also regarded as preferable to Labour in a number of other policy areas, notably defence (by 24 percentage points), Europe (+18) and taxation (+12). But they lag behind Labour on the issues of education (-6), the poll tax (-13), unemployment (-16) and, above all, the health service (-29). The impact of the issues overall is likely to be neutral. The Conservatives' advantage on the economy will be undermined by Labour's strength on the most important issues: unemployment, health and poll tax.

The other factor buoying up Conservative support is John Major's popularity. Asked to say who would make the best prime minister, 41 per cent answered John Major, 25 per cent Neil Kinnock and 21 per cent Paddy Ashdown. Mr Major's support is similar to Mrs Thatcher's before the 1987 election when she was at the height of her popularity after her trip to Moscow.

Conservatives would be foolish to pin too many hopes on these figures. For one thing, voters normally tell the pollsters that whoever is the incumbent would make the best prime minister; for another, the gap between Mr Major and Mr Kinnock has narrowed since the autumn, from 47-24 in September to 41-25 in February.

The individual satisfaction ratings for each party leader also carry a warning for the Conservatives. John Major outscored Neil Kinnock, but the gap is narrowing, has become fairly modest, and is smaller than Mrs Thatcher's advantage over Mr Kinnock in 1987.

Satisfaction with the government									
	1991	Sept 1991	Oct 1991	Nov 1991	Dec 1991	Jan 1992	Feb 1992	Mar 1992	Apr 1992
Satisfied	31	30	29	26	25	28	25	40	48
Dissatisfied	59	60	63	66	65	63	68	51	41
Index of Satisfaction	-28	-32	-34	-39	-39	-35	-43	-11	7

Source: MOR. Question: "Are you satisfied or dissatisfied with the way the government is running the country?" Index: % = satisfied, minus % = dissatisfied.

Best party to manage the economy

Question: "With Britain in economic difficulties, which party do you think could handle the problem best — the Conservatives under Mr Major or Labour under Mr Kinnock?"

	Sept 1991	Oct 1991	Nov 1991	Dec 1991	Jan 1992	Feb 1992	Mar 1992	Apr 1992
Conservatives	47	45	45	44	44	44	43	43
Labour	24	24	24	24	24	24	24	24
Neither/Don't know	29	31	31	32	32	32	33	33
% Cons lead	+18	+14	+14	+15	+14	+14	+13	+13

Source: Gallup 8000

Best party on issues

Question: "I am going to read out a list of problems facing Britain today. Would you like me to tell you which party you think the Conservatives, Labour, Liberal Democrats, Greens or some other party has the best policies on each problem?"

	Con	Lab	Dem	Other	Don't know	Con % maj
Unemployment	23	39	8	1	29	-16
Education	29	35	9	1	26	-6
Managing economy	36	24	9	1	30	+12
Health care	21	50	7	1	22	-29
Taxation	37	25	9	1	28	+12
Europe	37	19	9	1	34	+18
Defence	44	20	6	2	28	+24
Replacing poll tax	22	35	10	1	32	-13

Source: MOR. February 21-25, 1992

Tories suffer in by-election swings

By ROBIN OAKLEY

AFTER one of the many drubbings for Tory by-election candidates in the 1987-92 parliament Kenneth Clarke, the education secretary, suggested that it had become virtually impossible for the government to hold a seat in a mid-term by-election. Certainly Labour will enter this election in good heart, having achieved its best series of by-election performances in many years.

Before the current parliament Labour had gained only four seats from the Conservatives in by-elections since the early 1960s. In this parliament they gained Vale of Glamorgan, Mid Staffs, Monmouth and Langbaurgh, although they first suffered the setback of losing Glasgow Govan to the Scottish nationalists in November 1988.

At the Vale of Glamorgan in April 1989 Labour secured a 12.4 per cent swing against the government. It was the first occasion since the formation of the SDP on which the protest vote appeared to move straight from Conservative to Labour with the then squabbling centre parties squeezed out of sight.

The Labour victory at Mid Staffs in March 1990 saw a 24.9 per cent increase in the party's share of the vote, more than twice the increase it achieved at any by-election in the previous parliament. Never previously since the second world war had Labour achieved a swing of more than 20 per cent from the Tories.

Although Labour also captured Monmouth in May 1991, at the point when the Conservatives had expected to see their fortunes improve, it did so with the lowest swing in any Conservative-held seat since 1989. The increase in



Belotti: surprise Liberal Democrat victor of the by-election at Eastbourne in October 1990

Labour's share of the vote was less than half that at Mid Staffs after a controversial campaign centring on the future of the NHS. By the Langbaurgh contest last November the approach of the general election appeared to be stabilising things: the Tory share of the vote dropped only 2.6 per cent.

The Liberal Democrats too had some spectacular successes. They achieved swings of more than 20 per cent to capture Eastbourne in October 1990, and Ribbles Valley, where the SDP came close to capturing the seat with a good local candidate in a brief flicker before its flame went out.

Overall the Conservatives lost seven of the ten seats which they defended in by-elections. Their share of the vote declined in every contest from the 1 per cent in the two Paisley seats, where the Tory vote was already at a near-irreducible minimum, to the massive 24 per cent in Richmond, Yorks, where the SDP came close to capturing the seat with a good local candidate in a brief flicker before its flame went out.

BY-ELECTIONS FROM 1987 — CHANGE IN SHARE OF THE VOTE

Date	Place	Con	Lab	Joint SLD/SDP	Welsh/Scott Nat	Green	Result
14.07.88	Kensington	-5.9	+4.9	-1.4		+0.7	Con hold
10.11.88	Govan	-4.6	+7.9	-3.3	+38.4(SNP)	+1.2	SNP gain
15.12.88	Epping Forest	-21.5	+0.4	+18.8		+0.7	Con hold
23.02.89	Pontypridd	-8.0	-2.9	-11.9	+20.0(PC)	-	Lab hold
23.02.89	Richmond	-24.0	-8.9	+27.2		2.1	Con hold
24.04.89	Vale of Glam	-10.5	+14.2	+10.2	+1.7	2.0	Lab gain
15.06.89	Glasgow Cent	-5.4	-9.9	-8.0	+20.2	+2.9	Lab hold
15.06.89	Vauxhall	-10.2	+2.6	-7.7		+4.3	Lab hold
22.03.90	Mid Staffs	-18.3	+24.4	-8.5		2.1	Lab gain
24.05.90	Beattie	-11.0	+6.5	-3.6		3.9	Lab hold
27.09.90	Knowsley S	-6.3	+4.3	-5.4		3.0	Lab hold
18.10.90	Eastbourne	-10.0	-3.8	+28.1		-0.3	Lab hold
08.11.90	North	-10.9	+11.5	+2.6		2.0	Lab hold
08.11.90	Bradford N	-22.7	+8.9	+7.6		1.2	Lab hold
29.11.90	Paisley N	-1.0	-11.5	-7.5	+18.5	4.0	Lab hold
29.11.90	Paisley S	-1.3	-1.1	-5.3	+13.5	3.0	Lab hold
07.03.91	Ribble Valley	-22.5	-8.1	+28.9		-	LD gain
04.04.91	North	-7.5	-11.6	-8.3	+17.0	-	Lab hold
10.05.91	Monmouth	-1.3	+21.5	+20.2		-0.3	Lab gain
10.07.91	Liverpool Walton	-11.5	-11.3	+14.8		-	Lab hold
08.11.91	Hammersmith	-8.7	-0.7	+4.3		-	Lab hold
08.11.91	Kinross/Deeside	-12.7	-8.2	+12.7	+4.1	+1.0	LD gain
08.11.91	Langbaurgh	-2.8	+4.5	-3.8		-	Lab gain

*Did not stand at previous election

The changing face of British politics

Continued from page 1

to go, but sleeps on it.

November 22: A tearful prime minister tells the cabinet at 9am that she is resigning. By the afternoon she has recovered to make a bravura speech in Commons on confidence debate.

November 27: John Major, aged 47, becomes Tory leader, defeating Heseltine and Douglas Hurd.

November 28: Heseltine returns to cabinet as environment secretary to oversee poll tax reform. Patten becomes party chairman.

December 4: Major tells Heseltine he can consider scrapping poll tax.

December 16: Economy plunging into deep recession, CBI warns.

January 17: Gulf war starts.

February 6: Labour's soft left meets in secret in the Supper Club to try to limit Kinnock's support for the government line. Five Labour frontbenchers resign over Gulf. Major's stature rises, but his party slips back.

March 7: Liberal Democrats capture tenth safest Tory seat with by-election triumph at Ribbles Valley. Result strengthens Heseltine's hand to get rid of poll tax with new property tax.

March 11: Major signals break with Thatcher EC line, saying in Bonn that Britain's place is "at the very heart of Europe".

March 21: Heseltine announces death of poll tax.

April 18: Cabinet agrees on a new property tax, the "council tax", to replace the poll tax.

May 3: Tories suffer heavy losses in local elections. Liberal Democrats make widespread gains.

May 16: Labour victory at Monmouth finally kills talk of June election. Government under pressure over health service reforms.

June 6: Mrs Thatcher says she has no regrets over introducing community charge. Poll shows Labour 5 per cent ahead.

June 11: Bruges group attacks Major over Europe. Labour lead widens to 10 per cent.

June 17: Mr Thatcher and Edward Heath clash over Europe. He says she's telling lies.

June 28: With Major in Luxembourg at European summit, Mrs Thatcher announces she is bowing out as an MP. She wants to speak more loudly against a single currency. Her decision will show she is not a threat to Major, she says.

July 4: Labour defeats Militant-backed candidate at Liverpool Walton by-election.

July 18: Row over collapsed

December 25: President Gorbachev resigns. The Soviet Union begins to disintegrate.

January 15: With the election campaign effectively under way Labour's taxation plans are covered in confusion as it emerges that the national insurance changes may be phased.

January 22: Norman Lamont sets Budget day for March 10. The parties, neck-and-neck in the polls, step up preparations for April 9.

February 5: Paddy Ashdown admits brief affair five years ago, with his former secretary after theft of document containing details from his solicitor. Early polls suggest his own popularity has been enhanced and his party has not been damaged.

March 10: Lamont Budget is springboard for election.

How the government put Conservative policies on to the statute books

DESPITE a commitment to less government from the Conservatives, each year saw dozens of acts added to the statute book. The Parliament just ended has been no exception, with bills covering subjects as diverse as prosecuting war criminals to controls on the dipping up of roads.

Attempts by private members to bring back capital punishment failed, as did attempts to reduce the time limit for abortions. Local government found its power increasingly curtailed, not only through rate capping, charge capping and eventually the threat of council tax capping, but by placing on councils the duty to put more services out to tender and by giving schools the opportunity to opt out of local authority control.

The following is a digest of some of the more controversial acts passed during the last Parliament:

The ill-fated community charge headed the long list of legislation passed during a busy Parliament. Robert Morgan writes

building the tunnel, but excluded the provision of money for the high-speed link from London to Folkestone.

Criminal Justice: allowed the Attorney-General to appeal against lenient sentences.

Education Reform: Set out the criteria for the national curriculum and gave governors a greater say in running schools.

Employment: Ended closed shop. Housing: Allowed council tenants to vote for a new landlord; increased the role of housing associations.

Local Government: banned the promotion of homosexuality by local authorities.

Local Government Finance: Abolished domestic rates and introduced a flat-rate community charge.

Social Security: Removed the right to income support for many 16- to 18-year-olds.

1988-89: Children: Clarified local authority responsibilities for the provision of services to children, introduced greater fairness in court procedures and improved the right of access for parents of children in care.

Dock Work: Ended the National Dock Labour Board which gave dockers rights of employment.

Electricity: Privatised the electricity industry.

Employment: Removed sex discrimination in employment and removed restrictions on the employment of young people.

Football Spectators: Provided for the establishment of a national membership scheme and the Football Membership Authority. The provision requiring photo-identity passes was dropped.

Local Government and Housing: Restricted the political activities of local authority employees.

Official Secrets: Replaced Section II of the 1911 act and defined the area of official information to be protected by the criminal law.

Prevention of Terrorism: Sought to curb financial support for terrorists.

Security Service: Put the security services on a statutory basis and defined their functions.

Water: Privatised the water industry and established the National Rivers Authority.

1989-90: British Nationality (Hong Kong): Allowed a limited number of Hong Kong residents to acquire British nationality.

Broadcasting: Recast the way in which commercial television franchises are granted and established the Independent Television Commission (ITC) to replace the IBA.

Coal Industry: Wrote off debts of British Coal.

Court and Legal Services: Reformed the way courts work, including giving solicitors greater access to higher courts.

Education (Student Loans): Allowed students to obtain loans at preferential interest rates.

Environment Protection: Put in place measures to control pollution.

Food Safety: Tightened the regulations covering food shops and restaurants and allowed the sale of irradiated food.

Human Fertilisation and Embryology: Regulated experimentation involving human embryos and amended the law on abortions.

National Health Service and Community Care: Allowed NHS hospitals and other units to become self-governing trusts provided for care in the community for the elderly and mentally sick who had previously been in hospitals and other institutions.

1990-91: Child Support: Required absent parents to pay towards the maintenance of their children.

School Teachers' Pay and Conditions: Set up a pay review body for teachers.

Local Government Finance and Valuation: Paved the way for the council tax to replace the community charge.

Ports: Privatised the trust ports.

Criminal Justice: Recast sentencing policy and altered parole arrangements.

Dangerous Dogs: Banned the owning and breeding of certain fighting dogs.

Community Charges (General Reduction): Provided for cuts of £140 in most poll tax bills.

Road Traffic: Reformulated major driving offences, revised penalties, particularly for drinking and driving and for dangerous driving, and created new offences.

New Roads and Street Works: Allowed the building of privately financed toll roads.

Planning and Compensation:

Amended the law on the compulsory acquisition of land for major works and improved the payment of compensation.

War Crimes: Allowed for prosecution of alleged Nazi war criminals now resident in Britain.

1991-92: Local Government Finance: Replaced the community charge with the council tax.

Local Government: Extended competitive tendering and established a commission to review the structure of local government.

Aggravated Vehicle-Taking: Increased penalties for "joyriding".

Education (Schools): Enacted the parents' charter by giving greater powers to parents and provided for the publication of performance tables.

Further and Higher Education: Took higher education institutions out of local authority control and allowed polytechnics to call themselves universities.

Prison Security: Introduced a new offence of prison mutiny.

'The Budget's only purpose was to seek to rescue the Conservative party from imminent election defeat'

Smith attacks a Tory 'missed opportunity'

BY OUR PARLIAMENTARY STAFF

THE Budget was a missed opportunity which did nothing for investment, for jobs, for training and skills, for construction or for recovery from the recession, John Smith, Labour shadow chancellor, said yesterday.

Opening the second day of debate on the Budget, he condemned Norman Lamont's failure to restore the "tragic" cuts from the training budget, his failure to realise the seriousness of rising unemployment, and his failure to act to release local authority capital receipts from house sales so as to increase house building.

The main omission from the Budget speech had been of a word of apology from Mr Lamont and the government for causing the longest recession since the war, apology to the million people who had lost their jobs, the 47,900 businesses which had failed last year. There had been no hint of contrition for the 70,500 families whose homes had been repossessed last year.

"We needed a budget for investment and recovery, for industry and employment. Instead we got a budget whose only purpose was to seek to rescue the Conservative party from its imminent election defeat."

The Chancellor had described last year, in which the economy had shrunk by 2.5 per cent in the worst calendar year since the 1930s, as a year of achievement. It was in fact a year of business failures, of house repossessions, of homelessness and of economic decline.

"If that was a year of achievement what on earth would the Chancellor describe as a year of failure?"

● Last year was a year of business failures, house repossessions, and homelessness ●

— JOHN SMITH

The hallmark of Majorism was to promise that good times were just around the corner.

"Unfortunately we never seem to turn the corner. The economy is in much worse condition than was predicted in the autumn statement. Clearly we are heading for another year of what Conservatives choose to call achievement. Unemployment is likely to go on rising for some time."

When Mr Lamont arrived to listen to the debate, 10 minutes after he had begun to speak, Mr Smith was cheered by Labour MPs when he offered to begin again, but Conservative MPs shouted "No" and Mr Smith retorted that he understood why they did not want a double whammy.

Mr Lamont intervened to ask why, if Mr Smith thought

it wrong to borrow for tax cuts, the last Labour government had borrowed with a high PSBR.

Mr Smith: "We did not borrow on the eve of an election."

He asked a question in turn: Whether Mr Lamont stood by his statement last November that the government would pay for borrowing by borrowing.

Mr Lamont's attitude had been that things were bad because of habits caught from "nasty foreigners", that it was something caught from abroad about which nothing could be done. But while the United States economy had declined by 0.5 per cent in 1991, the British economy had declined by 2.5 per cent.

When he was challenged to say that it was wrong now to cut taxes for people with low pay, Mr Smith said that it was "wrong" in Britain's present economic situation to borrow for tax cuts for anyone, but when the country could afford tax reform of that kind, one ought to produce it.

"The only purpose of the Budget was to seek to rescue the Conservative party from imminent election defeat, but it was increasingly being realised that the public would not be fooled by the Budget."

"The Conservative party is engaged on a three-card trick: promising to maintain levels of public expenditure, to cut basic income tax rate to 20p and promising to balance the Budget. They cannot, in our present economic circumstances, do all three at once."

Mr Lamont intervened to say that Mr Smith had forgotten Mr Kinnock urging Mrs Thatcher to borrow more. He should say whether the borrowing level was too high or about right.

Mr Smith replied: "I will accept the public sector borrowing requirement that exists after we win the election. I will have no choice because it will be there."

Borrowing to pay for borrowing was not normal behaviour, but normal Conservative behaviour. Most people would see the reduction of income tax as a cynical pre-election device.

It represented just under 15p a week, the price of a box of matches, which explained why Mr Lamont wanted to tax them.

"The money the Conservatives have borrowed for this week's cuts should be used for investment in public services and the improvement of our economy."

The government's record of economic growth of 1.7 per cent was the worst for any government of any political colour since the end of the second world war. "If the Conservative party truly cared for the interests of the lower paid, they would increase retirement pensions for all pensioners by £5 for a single person and £8 for a married couple.

A last-minute deal to save most of the Charities Bill now appears possible, in spite of doubts among some Labour MPs. The legislation, tightening up the regulation of charities, started in the Lords where it was supported by all parties. After the Lords' defeat on the Education (Schools) Bill, the legislation is now far more modest. The remaining sections requiring local education authorities to publish league tables of the performance of state schools is likely to survive.

The bill reforming the private bill procedure for dealing with big road and infrastructure projects looks doomed because of lack of time in the Lords. A deal between the parties in the Lords should guarantee that the Further and Higher Education (Scotland) Bill is completed as the government has agreed to write in a safeguard for academic freedom.

"They would uprate child benefit to £9.95 for every child in the family, which is the level it would be at if the Conservatives had updated it in line with inflation. Perhaps this particular neglect is not surprising from a Cabinet which does not have a single woman member."

The public finances were now in debt and in disorder. "Fortunately for our country time has run out for a party living on borrowed money and on borrowed time. The time for choice is now. It's time for Labour."

David Mellor, Chief Secretary to the Treasury, said that Japanese investment in Britain had risen from a deficit of £10 million in 1978 to £1.2 billion in 1989, an increase which, he said, had come "in the teeth of nonsensical opposition from Labour. We were now witnessing the two faces of Labour, in which the moderation of the front bench contrasted with the real Labour views of the backbenches."

It had been a Budget for recovery which had been welcomed by the business and industrial community. He

● Majorism promises that good times are around the corner but we never turn the corner ●

— JOHN SMITH

quoted letters of support for the Budget which he had received from organisations. "There has been a tremendous vote of confidence from business leaders."

Almost drowned out by shouts from Opposition, he attacked the attitude of Labour MPs who did not want to hear the views of the business community. They would have to deal with the business community in the forthcoming election campaign. The Budget had also been welcomed by organisations representing the elderly, including Help the Aged, he said.

Answering criticism that reductions in family credit had offset some people's gains from the Budget to only 10p a week, Mr Mellor said that it was a desperate plea in mitigation of Labour's decision to oppose the Budget. Only one tenth of the £1.8 billion of tax reductions had been taken back on family credit.

Mr Mellor said that Mr Kinnock, in responding to the Budget, had "delivered himself of the wrong speech for the wrong Budget. Astonishingly, he decided to plough on anyway. Was this the first human brain to be infected by the Michelangelo virus?"

He asked why Mr Kinnock was not able to respond straight away over the issue of the 20p tax band, and said it was the "feeblest excuse" for Labour to leave another six days before giving the shadow budget.



Reflections on the Budget: John Smith yesterday.

ow budget. "They have had 13 years to get their attitude straight."

Labour's decision to launch the shadow budget the morning after the Commons Budget debate was due to finish was designed to avoid close scrutiny.

Mr Mellor recalled that Mr Smith had said after the Budget that he would oppose the 20p tax band. "Now we know. The truth is out about what Mr Smith plans. Labour would not just soak the rich, they are going to soak the poor as well."

They now had the absurd spectacle of the Labour party proposing a minimum wage to help the low paid and then proposing to increase their tax. "I cannot think of a more ridiculous position for the Labour party to get itself into. Over the years they have got themselves in more ridiculous positions than any Jane Fonda workout, but this the most ridiculous of all."

Mr Mellor went on to quote from a Labour party campaign guide published in February which spoke of Labour's plans as being a starting point for moving to a 20p band.

But Mr Smith intervened to say that Labour would oppose tax reductions to finance borrowing.

However, Mr Mellor said that when Mr Smith was a minister, the Labour government increased borrowing to finance a 2p cut in income tax and a reduction in value-added tax.

At one time the Labour party was enthusiastic about a 20p band. But it was rather like the ERM. Labour was very much in favour when they thought the Conservatives were not going to do it. "Now lots of Labour candidates have lots of words to eat. No need to go to Luigi's for a satisfying meal."

Mr Mellor said that the 20p band was intended as a start towards removing the 25p standard rate. The Opposition had claimed that the Tories were not serious about the 20p rate. The Budget

demonstrated just how serious they were.

At least the Liberal Democrats were honest. They said that they would put the basic rate up. Labour seemed to think that they could increase spending and not increase taxation.

Taxation was a take-away, not a giveaway. Labour assumed that the state had a right to everything one earned and they gave a little bit back, a kind of pocket money. Mr Smith thought he knew how to spend people's money better than they did. That was patronising and inappropriate. It called into question everything about Labour and tax. If they were prepared to claw back from the less well off, what else might they do to feed their spending ambitions. What about the sanctity of the 25p rate? Could they be expected to honour that when they were prepared to increase the tax of those just within the tax bracket?

Labour had said it would use the £1.8 billion tax cuts for spending. But how far would it go when one considered the plans of Michael Meacher "the greatest serial spender at liberty"? When one considered the other

plans for health and transport, "the money would be spent many more times over than even Bob Maxwell could imagine."

The difference between the parties was that the Conservatives believed that people had the right to retain as much of their income as possible and to spend it how they liked. They did not believe in state diversion of a kind which penalised rich and poor alike. Mr Mellor concluded with headlines culled from the

● Was Kinnock the first human to be infected by the Michelangelo virus? ●

— DAVID MELLOR

"Time has run out for a party living on borrowed money and on borrowed time"

newspapers during the winter of 1979 — the "winter of discontent" — and said that many people still remembered what a Labour government was like. Some people, he said, argued that Labour had changed. They had been willing to change any inconvenient attitudes and now they said: "These are my principles. If you don't like them I have others."

In that sense they had changed. But nothing had really changed. They were as unbalanced as ever, as unready to listen to reason and that was why they must be defeated.

Mervyn Rees, the former Labour minister, making his final speech in the House after nearly 30 years as a Leeds MP, said that there was nothing in the Budget that would help the poor and unemployed in his constituency.

Since his father had walked to London in the 1930s he had had a hatred of unemployment. Inflation was coming down only because unemployment was rising.

Mr Rees said that there were people leaving school who would never get jobs. "They are brought up to go into unemployment." It was not good enough just to get out of the slump or to reflate the economy; there had to be help for the communities which specifically needed it. If the problems of his constituency had occurred in the south of England, something would have been done but, because it was a safe Labour seat, there was no-one prepared to fight for change.

He said there was a danger that the country would not pick up as much as before the recession unless there was investment in manufacturing industry.

Both sides of the House had to think about the structure of the country and the problems of certain areas if there was to be any improvement.

"This Budget is far too near the election to have any real sense of the real needs of the

country." He said that the Commons would do itself a disservice if it allowed its "office boy humour" to detract from the needs of the country, which would be best served by paying close attention to manufacturing.

Terence Higgins, chairman of the Treasury select committee and Tory MP for Worthing, said that it had been a balanced Budget, in many ways imaginative, and would create a situation

● There has been a vote of confidence from business leaders and groups for the elderly ●

— DAVID MELLOR

which a Conservative government could live with on its return. It was not, in that sense, an electioneering Budget.

If increased spending on the NHS and income tax cuts were bribes, they had been going on for a long time.

He believed that it was better to introduce the 20p band now and to raise the level at which it applied progressively until the present 25p band disappeared.

Alan Beith, Liberal Democrat Treasury spokesman, welcomed the Budget and the expenditure statement.

The shock of the Budget was the scale of the borrowing requirement, at £28 billion, rising, it now appeared, to £32 billion. That meant that the recession was much worse than had been thought.

They had to act to get out of the recession, but the Budget offered no hope of that. It was not a Budget for recovery. Investment was clearly a more appropriate direction for the resources that could be gathered together.

"Neither I nor the voters will take promises or lectures about lower taxation from the government that gave us poll tax or put up VAT to 17.5 per cent. Its days are numbered."

AROUND THE LOBBY

Diplomats sent home

More than 40 serious offences were committed by foreign diplomats last year, and as a result seven were sent home, Mark Lennox-Boyd, the Foreign Office minister, said in a written answer. He defined a serious offence as one that might attract a prison sentence of six months or more. Most involved shoplifting and drink-driving offences.

Mr Lennox-Boyd also published the annual "league table" of unpaid parking fines incurred last year by diplomatic missions in London. The main offenders were Saudi Arabia (367), and Russia and the former Soviet Union (363).

BR invests

British Rail has been authorised to invest up to £65 million to obtain 1,000 wagons for the Channel tunnel, Roger Freeman, the public transport minister, said.

Clocking curb

In an attempt to prevent the "clocking" of cars — turning back the mileometer — the mileage will be written on the registration document when the vehicle changes hands, Christopher Chope, the roads and traffic minister, said in a written reply.

Parliament today

Commons (2.30): Questions: Treasury; prime minister. Conclusion of debate on the Budget. Lords (3): Further and Higher Education (Scotland) Bill, report.

Scramble begins to get bills passed

BY SHEILA GUNN, POLITICAL CORRESPONDENT

WHEELING and dealing started behind the scenes at Westminster last night to decide the fate of the remaining bills. Today will be devoted to finishing the Commons debate on Norman Lamont's Budget, with votes scheduled for 10pm. That will be followed by the start of the Finance Bill, enacting the main Budget provisions.

The Commons will meet on



MacGregor: finishing off last-minute business

Friday and Monday to clear away the remains of the legislative programme. The business managers of the main parties will try to do deals on bills which have not yet received royal assent.

John MacGregor, the Leader of the House, will start today's sitting by making a Commons statement about the final three days. Most at

risk by the dissolution of Parliament on Monday are the bills dealing with asylum, schools, charities, higher education in Scotland and private bills procedures.

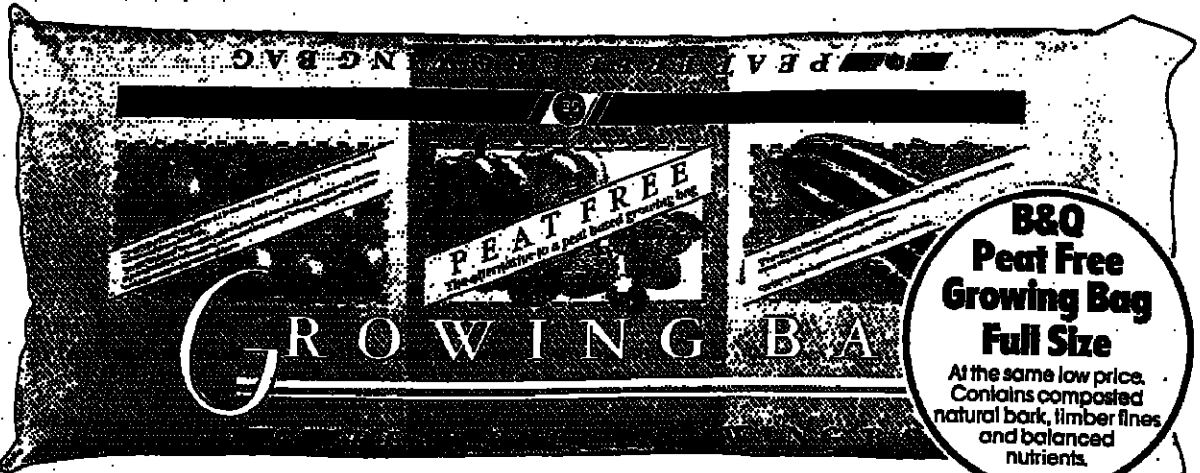
The Asylum Bill, which has only just started its passage through the Lords, looks likely to fall with a commitment by Kenneth Baker, the home secretary, to re-introduce it if the Conservatives win the general election.

A last-minute deal to save most of the Charities Bill now appears possible, in spite of doubts among some Labour MPs. The legislation, tightening up the regulation of charities, started in the Lords where it was supported by all parties. After the Lords' defeat on the Education (Schools) Bill, the legislation is now far more modest. The remaining sections requiring local education authorities to publish league tables of the performance of state schools is likely to survive.

The bill reforming the private bill procedure for dealing with big road and infrastructure projects looks doomed because of lack of time in the Lords. A deal between the parties in the Lords should guarantee that the Further and Higher Education (Scotland) Bill is completed as the government has agreed to write in a safeguard for academic freedom.

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Arkansas governor emerges as Democratic challenger to president

Clinton acquires aura of a winner

FROM MARTIN FLETCHER
IN WASHINGTON

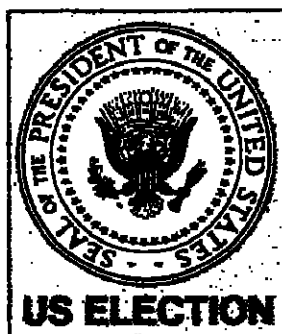
AFTER routing Paul Tsongas throughout the South in the Super Tuesday primaries, Bill Clinton emerged yesterday as the overwhelming favourite to win the Democratic presidential nomination.

The Arkansas governor won some 433 of the 783 convention delegates at stake, compared with Mr Tsongas's 210. He could now virtually wrap up the nomination by winning the Illinois and Michigan primaries next Tuesday.

President Bush comfortably defeated Patrick Buchanan, the conservative insurgent, in all eight Republican primaries. He now has 554 pledged delegates, more than half the required total, compared to the columnist's 54. He nevertheless has little cause to celebrate.

In almost every state, between a quarter and a third of Republicans voted against Mr Bush. More seriously, fully an eighth of all southern Republican voters told exit pollsters that they would vote for a Democrat against Mr Bush in November. The South is the key region in presidential elections, and Mr Clinton is beginning to win back the blue-collar conservative whites whose defections made possible the last three Republican White House victories.

Mr Buchanan yesterday rejected calls by party leaders that he end his challenge, which has seriously weakened the president. He now plans to pour all his resources into Michigan, where unemployed



ment and economic discontent are high. He claims he is winning the debate, if not the delegates, and to be pulling Mr Bush to the right. He did, however, acknowledge that at some point "you've got to look at the writing on the wall".

The only clear Republican loser was David Duke, the former Ku Klux Klan grand wizard, who failed to reach double figures anywhere but in Mississippi. He flopped even in his home state of Louisiana.

The key Democratic battleground was in Florida, where Mr Tsongas had banked on victory to prevent Mr Clinton making a clean sweep in his native South. Florida, in the South but not of it, was the first real confrontation between the two men on neutral territory, and Mr Clinton won handsomely, with 52 per cent of the vote to 34.

Mr Tsongas had also hoped to run Mr Clinton close in delegate-rich Texas, but there, too, the Arkansas governor coasted home by 65 per cent to 19, adding to big victories in Tennessee, Mississippi, Louisiana, Missouri, Oklahoma and Hawaii. Mr Tsongas easily won his home

state of Massachusetts, with Jerry Brown, the former governor of California, knocking Mr Clinton into third place. He also won in nearby Rhode Island and Delaware.

An elated Mr Clinton claimed finally to have put behind him the allegations of adultery and draft-dodging that almost derailed his candidacy last month. In Florida and Texas, barely 6 per cent of voters cited the charges as factors in their choice. "The people of the South heard the worst about me but they saw the best," he declared. "The true measure of a politician can never be perfection because, if it were, no one could pass."

Mr Tsongas argued that he had more than survived Super Tuesday. He had won in the northeast; Mr Clinton in his native south. "I'm going to tell you something, Bill Clinton. You're not going to pander your way into the White House as long as I'm around," he told supporters.

Despite his defiant tone, the results were a big blow for the former Massachusetts senator. He failed to widen his base much beyond educated, upper-income suburbanites while Mr Clinton assembled a coalition of blacks and blue-collar whites not seen since Robert Kennedy's 1968 campaign.

Illinois and Michigan are both heavily unionised, blue-collar industrial states. In Illinois, in particular, Mr Clinton has built a formidable organisation. He has also acquired a winner's aura.

Peter Stoohart, page 14
Leading article, page 15



United front: Bill Clinton, fighting for the Democratic presidential nomination, being hugged and congratulated by his wife, Hillary, as he claimed victory in the Super Tuesday primaries at a rally in Chicago. Mr Clinton claimed to have put behind him allegations of adultery and draft-dodging that almost derailed his candidacy last month. "The true measure of a politician can never be perfection because, if it were, no one could pass."

Boom time for memorabilia makers

FROM JAMIE DETTMER IN WASHINGTON

WHERE do out of work copywriters go? In a presidential election year they start making up petty slogans for the makers of political memorabilia. With several months campaigning still to go, the United States is already awash with the trinkets that give an American election a special flavour.

"Americans aren't lazy, they're just BUSHed," is the latest slogan to find its way onto t-shirts, badges and bumper stickers that are being poured out for the 1992 presidential election campaign.

The market for the memorabilia is insatiable, partly driven by amateur collectors who hope that badges which cost little today could be worth hundreds of dollars in years to come. As the 1992 campaign heats up, so collecting is becoming ever more frenetic. Local party headquarters are inundated by treasure hunters keen to pick up official posters and badges. Shops that sell the far more interesting unofficial memorabilia are also besieged.

The best of the current badges tend to be irreverent, and also frequently feature Vice-President Dan Quayle.

One of the most popular shows the challenger for the Republican nomination kicking President Bush. "We kicked a little ass in New Hampshire... we'll kick it across the USA."



Whether the 1992 memorabilia will fetch the prices that some items from previous elections now do remains to be seen. The badges, stickers and posters are now mass produced while in elections earlier in the century fewer items were made. Extremely scarce 1920 black and white badges depicting James Cox, the Democratic candidate, and his running mate Franklin Roosevelt are now worth well over £15,000.

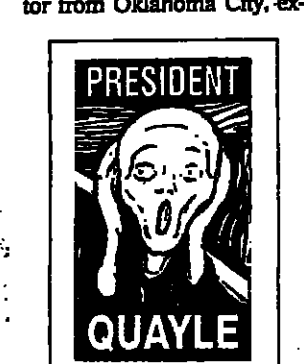
● Comeback kid: Bill Clinton truly became "the comeback kid" on Tuesday night. He is now within reach of winning the Democratic presidential nomination — a goal that only a month ago seemed utterly beyond his grasp.

In mid-February, a week before New Hampshire's first presidential primary, his campaign was near collapse after a question arose about alleged extra-marital affairs and his Vietnam war draft record. But Mr Clinton persevered and dubbed himself "the comeback kid" after finishing second to his principal rival, the former Massachusetts senator Paul Tsongas, in the crucial state of New Hampshire. Friends and colleagues say he has aspired to high political office since his teenage years.

He is now in a strong position to win the Democratic presidential nomination, having rounded Mr Tsongas in the most crucial "Super Tuesday" voting contests including Florida, the day's most hotly contested race.

Blacks, hispanics and the poor largely discounted Mr Tsongas' economic message, broadening Mr Clinton's victories by huge margins across the South. "He's from this part of the country and he sounds like he's for the working people," said Charles Gragg, a retired meat inspector from Oklahoma City, ex-

plaining why he voted for Mr Clinton.



Exit polls taken for four television networks found 81 per cent of black voters in the five southern states where Mr Clinton and Mr Tsongas were on the ballot chose the Arkansas governor. (Reuters, AP)

SUPER TUESDAY SCORECARD									
REPUBLICANS					DEMOCRATS				
States (No of precincts)	Buchanan	Bush	Uncom		States (No of precincts)	Brown	Clinton	Tsongas	Uncom
Florida (4,697 of 4,758 - 99%)	32%	68%	-		Florida (4,583 of 4,758 - 98%)	12%	52%	34%	-
Louisiana (3,952 of 3,956 - 99%)	27%	68%	-		Louisiana (3,950 of 3,956 - 98%)	7%	69%	11%	-
Massachusetts (2,081 of 2,139 - 97%)	26%	66%	4%		Massachusetts (2,053 of 2,139 - 97%)	18%	51%	68%	2%
Mississippi (2,052 of 2,210 - 93%)	17%	78%	-		Mississippi (2,050 of 2,210 - 94%)	18%	70%	8%	-
Oklahoma (2,219 - 100%)	27%	70%	-		Oklahoma (2,219 - 100%)	17%	71%	-	-
Rhode Island (231 - 100%)	32%	63%	3%		Rhode Island (231 - 100%)	18%	21%	53%	1%
Tennessee (2,393 of 2,395 - 99%)	22%	73%	2%		Tennessee (2,387 of 2,395 - 99%)	8%	67%	19%	4%
Texas (7,002 of 7,237 - 97%)	24%	70%	3%		Texas (6,367 of 6,367 - 98%)	19%	21%	30%	30%
					Delaware (41 - 100%)	14%	56%	13%	7%
					Hawaii (224 of 284 - 79%)	6%	51%	10%	34%
					Missouri (120 of 122 - 98%)	-	-	-	-

West warns Baghdad it may bomb nuclear weapons plant

FROM JAMES BONE IN NEW YORK

THE Western allies signalled to Iraq yesterday that they might bomb its main nuclear weapons facility if Baghdad continues to defy the United Nations.

The scarcely veiled threat came as Tariq Aziz, Iraq's deputy prime minister, confronted the UN Security Council at an extraordinary session in New York. At Washington's request, Hans Blix, the head of the International Atomic Energy Agency, agreed to put Iraq on notice that the UN would soon try to dismantle the once secret facility at Al Atheer, 40 miles south of Baghdad.

Senior Western diplomats said the installation, which largely escaped the allied blitz during the Gulf war, could be bombed if Iraq refused to cooperate. "One way or another these things are going to be destroyed," said one Western official. "The Iraqis must know that if they go on blocking, they are offering themselves up as a nice target."

Al Atheer was the centre of Iraq's efforts to "weaponise" its nuclear material. The site contains laboratories and an underground bunker used for testing the sophisticated conventional explosives that would detonate a nuclear device. But its significance was unknown to the outside world until United Nations inspectors learned details of Iraq's nuclear weapons programme from thousands of documents seized in Baghdad last autumn.

In an agreed statement yesterday, the security council took Iraq to task for failing to comply with the terms of the UN resolutions ending the Gulf war. The council president, Diego Arria of Venezuela, reiterated that Iraq was in

"material breach" of the ceasefire terms.

● Jerusalem: Moshe Arens, the Israeli defence minister, today begins a week-long visit to America in an effort to revive the relationship that has been strained over Israel's request for \$10 billion (£5.8 billion) of loan guarantees to rescue Jewish immigrants from the former Soviet Union (Ben Lyndfield writes).

Mr Arens will meet Richard Cheney, the defence secretary, in Washington and

address Jewish fund-raising groups in New York and Los Angeles. He will also consult congressmen in an effort to give impetus to Israel's stalled attempt to obtain the American loan guarantees.

Yitzhak Shamir, the prime minister, and other Israeli leaders have been dismayed by the Bush administration's insistence that Jerusalem halt the building of Jewish settlements in the occupied territories in return for the loan guarantees.

Caracas halts price rise to check riots

Caracas: President Pérez of Venezuela and his new cabinet of "democratic unity" yesterday began to enact emergency measures after mounting protests against economic austerity and widespread corruption (Tony Bianchi writes).

The cabinet was sworn in on Tuesday, police used tear gas and water cannon to control demonstrators in the capital. At least 25 people were injured. The government froze the price of petrol, flour, rice, milk and vegetable oils.

Mulroney attack sours free trade accord

FROM JOHN BEST IN OTTAWA

BRIAN Mulroney, the Canadian prime minister, has likened the actions of Washington to those of a "tinpot dictator" because of the bitter quarrel between Canada and America over alleged US protectionism.

The dispute is damaging the spirit of the bilateral free trade agreement on which the two countries agreed two years ago. The American agreement with Canada is supposed to form part of a wider agreement with Mexico leading to a free trade zone across North America.

The row was triggered by two decisions taken by Washington which are seen in Canada as personal affronts to Mr Mulroney. The prime minister is closely identified with the agreement, having led his Conservative party to an election victory on the issue in 1988. The first decision was to place a retroactive duty on Japanese-designed Honda cars manufactured in Ontario, which Canada says are supposed to qualify for duty-free entry into America under the agreement.

The second was Washington's imposition of a 14.5 per cent countervailing duty on

imports of softwood lumber from Canada, on the grounds that production is subsidised by various Canadian provincial governments. This ruling could cost lumber producers \$244 million (£214 million) a year, Canada denies the subsidy accusations.

Mr Mulroney has been under attack, inside and outside Parliament, since the measures were imposed. Last weekend he telephoned President Bush and accused America of "harassment" tactics.

Using unusually blunt language, Mr Mulroney said that such actions against

America's closest trading partner would damage the its reputation "around the world". He called on Mr Bush to "deal with the people down the line" who were trying to undermine Canadian imports.

Mr Mulroney said later that while he might expect such harassment from some "tinpot dictator", he found it most unworthy coming from The United States. In parliament this week he hinted that the "vexatious harassment", stemmed from "pure politics at a lower level" — an obvious allusion to the fact that protectionist pressures in America come to the fore in an election year.

His strong statements gave rise to speculation that his government might seek ways to retaliate. Canadian officials hinted that retaliatory measures were under consideration. But after Tuesday's cabinet meeting Michael Wilson, the foreign trade minister, said that Canada's best recourse was to use the dispute-settlement mechanism in the agreement.

American officials say that the disputes are still negotiable. It is understood, however, that a settlement would be difficult before the presidential elections in November.

● Brussels: High-level American and European Community officials held talks here yesterday on the transatlantic deadlock over farm subsidies after an appeal for help from President Bush to Jacques Delors, president of the EC commission in which he outlined a change in the American position in the deadlocked General Agreement on Tariffs and Trade talks (George Brock writes).

This offers the EC greater room to manoeuvre on compensating farmers for loss of income caused by falls in subsidised prices.

How bullets in a woman's back pierced Mafia pride

The correct rule for a Sicilian widow of Brooklyn is to burst wailing into the courtroom and shriek a mother's curses on the murderer of her two sons. Anna Carini did just that when Salvatore Gravano, the self-confessed executioner and underboss of the Gambinos, took his place in the witness box for another day of "ratting" on John Gotti, the alleged godfather.

For the reporters and Hollywood scriptwriters who are chronicling the Gotti trial, the performance last week was straight Mafia theatre, another dash of colour in what many see as the last great spectacle of the New York Cosa Nostra. Mothers, in Mafia lore, are not supposed to be gunned down by hit squads on their way home from taking their children to school. That incident squelched the romance around the epic of the Dapper Don in the Brooklyn court.

"The Mob's glamour has died with this outrage," said the New York Post yesterday.

Mr Gravano could wax comic in the court over his 19 confessed "pieces of work" on behalf of Mr Gotti and the public could relish his poker-faced yarns about the necessity of murdering insufficiently respectful business associates. But hitting Patricia Capazzolo, the sister of another mobster-turned-witness, broke the ancient rule that wiseguys do not whack women. That the gunmen botched their job and left Mrs Capazzolo alive despite five bullets in the back was further testimony to the collapse of tradition.

The police believe Mrs Capazzolo was shot either by her brother's colleagues in the Luchese family or by the rival Gambinos. He had agreed to testify in court against Luchese soldiers and Mr Gotti. Either way, the message was clear. "This has a big effect on the Gotti jurors," said a court official.

Mr Gravano had already upset the jury with a lurid account of the Mafia's ways of "persuading" jurors of

The botched attempt on the life of a mobster's wife has wrecked the image of steely gangster honour in the eyes of New Yorkers, Charles Bremner writes

their innocence. "It'll also have a big effect on future witnesses. Will they want to testify now?" the official said. If the attack was a Luchese job, it was all the more inexplicable because the acting boss of the clan is Anthony "Gas Pipe" Casso, a man who is said to have tortured to death one of his soldiers for murdering a woman.

The experts on both the law enforcement and entertainment sides see the attack on Mrs Capazzolo, combined with Sammy the Rat's violation of the code of omertà and his betrayal of the innermost Mafia secrets, as the end of everything that distinguished the Mafia culture from the ordinary, horribly violent crime of New York.

"The Italian mob now comes revealed cheap and

common on a Brooklyn street. The only thing that segregated them from the lesser gangsters was self control," said Mike McAlary, one of the tabloid scribes who writes about the underworld in sentimental tough-guy prose.

However, New York and the prosecutors are confessing to a guilty admiration for the behaviour of the alleged capo di tutti capi. Mr Gotti, it seems, is the last true believer in the sacred code and is determined, at the cost of spending the rest of his life in prison, to stick to the heroic ways beloved of the movie-makers since the days of Al Capone and Jimmy Cagney.



has heard hours of FBI tape-recordings of Mr Gotti conducting business and dispensing justice from his office in Little Italy. Some of his soliloquies came ready-made for the screenplay. For example, on the need for "popping" a bumptious wiseguy, he explained: "He didn't rob nothin'. You know why he's dying? He's gonna die because he refused to come in when I called."

The prosecutors say the case has revealed Mr Gotti's to be a crude world of naked greed and appalling violence, but day-by-day, the image is being contradicted by the stoic, every-smiling per-

formance of the alleged don. He may face the near certainty of life in prison for multiple murders and racketeering, but he playfully calls Judge Leo Glasser a punk and blows kisses to a prosecutor. He remains jovial, cocky and too immaculate in his tailoring.

The mystique of the American Mafia may be dying, but Mr Gotti is determined not to lower himself to the level of Sammy the Rat.

According to insiders, he has instructed his lawyers to avoid revealing anything about his life that has not been exposed by his betrayer.

"He will show us how a Marshal of France dies," said Murray Kempton, another columnist. "He has to know that the Imperial Guard is a broken column and that his appointed St Helena is that most savage of prisons, the Marion, Indiana facility, but he will die believing that there is a Cosa Nostra code to live by."

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Russia fears resurgence of Soviet old guard

FROM MARY DEJEVSKY IN MOSCOW

THE Russian government and the Moscow authorities fear that the Soviet old guard is about to stage one last, desperate stand. The date of the feared confrontation is next Tuesday—the first anniversary of Mikhail Gorbachev's referendum on the unity of the Soviet Union—when conservatives plan to convene the old Soviet parliament in special session.

Legal doubts on Honecker trial mount

Bonn: Germany faces legal hurdles in bringing charges against Erich Honecker once it succeeds in repatriating the former East German leader from Moscow, according to a German official.

Much research was required to link the former communist leader with deaths resulting from his government's shoot-to-kill policy at the Berlin Wall, Jutta Limbach, the Berlin justice senator, said. She told German television that the legal situation was creating problems and added that what was difficult was "to prove that Honecker is individually responsible for deaths at the Berlin Wall". Herr Honecker has spent the past three months in the Chilean embassy in Moscow. (Reuters)

Slow starters

Vilnius: President Landsbergis, on the second anniversary of Lithuania's declaration of independence, said the presence of former Soviet troops and slow economic reforms were blocking full independence. (Reuters)

Benetton ban

Frankfurt: Germany has banned two controversial advertisements by the Italian fashion group Benetton which show an AIDS victim near death and an African rebel holding a gun and a human bone. (Reuters)

Tirana protest

Tirana: Albania protested to Greece over alleged interference in its March 22 general election. The protest concerned leaflets being distributed in Albanian regions with a Greek minority, seeking to influence their vote. (Reuters)

Camp attacked

Dharrakir: Turkish soldiers, backed by helicopters, attacked a Kurdish rebel base of about ten tents in the mountains near the eastern town of Genc, killing at least 25 separatist guerrillas in the camp. (Reuters)

Experts chosen

Peking: Li Peng, the Chinese prime minister, has appointed 40 Hong Kong men and four women as "advisors" to his government in a move which is expected to undermine further the power of the Hong Kong government.

Bus burnt out

San Sebastian: Members of a Basque separatist youth organisation set a Spanish bus on fire in protest at Eta prisoners' jail conditions. They tried to burn another bus, smashed windows and clashed with police. (Reuters)



Power play: President Yeltsin hits a determined forehand on a tennis court in the Black Sea resort of Sochi yesterday, where he is holidaying with his family

Shevardnadze must travel rocky road to presidency

FROM BRUCE CLARK IN MOSCOW

THE violence that has shaken Georgia during the last five days since Eduard Shevardnadze, the former Soviet foreign minister, made his dramatic return home, shows that his path to the Georgian presidency is unlikely to be a smooth one. Mr Shevardnadze has been confirmed as chairman of a newly formed state council that will guide the republic to elections, expected in June.

It was disclosed yesterday that he had urged President Yeltsin not to withdraw from Georgia the 200,000-strong former Soviet garrison, whose commanders made no secret of their sympathy for the rebellion that toppled Zviad Gamsakhurdia, the nationalist president, in January. Mr Shevardnadze is now seen by many Georgians as the only hope of ending their isolation and economic paralysis. He was congratulated on his new job by

Hans-Dietrich Genscher, the German foreign minister.

Apart from explosions and gunbattles that have killed four people in the pro-Gamsakhurdia strongholds of western Georgia, there have been shooting incidents in Tbilisi, the capital, including an unsuccessful attack on two correspondents of Tass. In the north, Caucasian city of Grozny, where Mr Gamsakhurdia has been accorded asylum, his supporters said they planned to convene a session in exile of the old Georgian parliament, dissolved by the rebels.

The acute economic hardship faced by residents of Tbilisi has eased somewhat in the past few days, in what some Georgians see as an orchestrated attempt by the authorities to enhance Mr Shevardnadze's reputation as a miracle worker. However, Georgian officials acknowledge that even with the bene-

fit of Mr Shevardnadze's international prestige, many of the republic's economic problems will take years to resolve.

Georgia has remained outside the new Commonwealth of Independent States, and Mr Shevardnadze has indicated that he is in no hurry to join: almost certainly because he senses that the institution itself will not last much longer. Despite its nominal independence, Georgia still has to beg the Russian central bank to supply it with roubles.

Because wages and prices have not risen as fast as they have in Russia, it is tempting for Georgia to mint its own money, but that would cause a massive disruption to trade between Russia and Georgia. The republic's industries, which are largely at a standstill, are also unlikely to be strong enough to sustain a new currency without massive external help.

New life hard for Jews in Odessa

FROM ROBERT SKIDY IN ODESSA

ODESSA, a third of whose population was Jewish before the second world war, has lost tens of thousands of its citizens to Israel and the US. However, a trickle of those who leave returns, often without passports or documents, after the dream of a better life abroad proves illusory.

Alexander Kiochuk, a wealthy 32-year-old Odessa Jew, emigrated to America where he spent two years living in Brooklyn, New York, struggling to earn a living first as a taxi driver, and then trying to make a living running a finger-stall. He returned to Ukraine last year.

Mr Kiochuk said: "I spent my life trying to live in the Soviet Union. I studied how to manipulate it and how to make money. I had built up a business. In the West, if you want to do business you just pick up the phone."

Mr Kiochuk, who speaks little English, returned to Odessa without a passport after he was offered a job running the local end of an US-owned import-export company. Although most of his friends who left Ukraine will stay abroad because "they like having hot water all day", he reckoned that 10 per cent had returned.

Facets persuading people to leave — perhaps another 10-20,000 will emigrate this year from Odessa alone — are continuing anti-Semitism and the economic and political instability in Ukraine and throughout the Commonwealth of Independent States. What many emigrants find difficult to cope with is the lack of power and status they possess in the new society compared to the influence that Jews have historically



wielded in Odessa, the most cosmopolitan of Ukrainian cities.

Yuri Pisk, one of at least 65,000 Jews who have remained in Odessa, makes a living photographing weddings and funerals in one of the city's many privately-owned restaurants.

Mr Pisk said: "When I talk with friends who have emigrated I feel in my heart that they were not right to leave. They don't have material problems in their new lives, but their aspirations remain in Odessa."

Professor dons mantle of war chief in Karabakh

Well-meaning attempts to settle the ethnic dispute in Nagorno-Karabakh stand little chance of success. Anatol Lieven writes from Shusha

AT HIS headquarters in Shusha, Professor Rafik Gasiev, the Azerbaijani commander on the western front, criticised both Iranian mediation in the leading over Nagorno-Karabakh and the fact-finding mission from the Conference on Security and Co-operation in Europe (CSCE) as useless.

He described the resulting, shaky ceasefire as Armenian tricks designed to give the republic the chance to strengthen its forces. He said that for this reason he had refused to meet Prince Karl Schwarzenberg, the leader of the CSCE delegation, during his visit to the territory.

CSCE member states, meeting in Helsinki, will consider tomorrow whether to send ceasefire monitors to Nagorno-Karabakh. Nils Eliasson, the CSCE secretary at chief, said yesterday. The meeting of senior officials could also decide to nominate Jiri Dienstbier, Czechoslovakia's foreign minister, or someone else to go to the region to try to start a dialogue, Mr Eliasson said.

Professor Gasiev's rise to the supreme command at Shusha, the most important Azerbaijani enclave remaining in Nagorno-Karabakh, has been endorsed only by revolutionary standards. At aged 49, he earned fame for his uncompromising call for Azerbaijan's full independence from the Soviet Union and, in particular, for his stand against the Soviet military intervention in January 1990 after mass killings of Armenians and a popular uprising in Baku.

"No one appointed me commander here, because which I came first was military structure here — only people who had come here to defend their country. My political stand had given me a certain public respect, so when I came here in November, the Azerbaijani fighters accepted my authority, not just volunteers, but the police as well." In the end, he said, the former communist government of President Mustafizadeh, of which he had been a bitter opponent, had no choice but to accept him as commander. "After all, they themselves have created no army... the Soviet army,

which is helping the Armenians, has prevented the government from creating an Azerbaijani force."

Two weeks ago, Professor Gasiev was reported by the opposition Popular Front to have threatened a military coup against Mr Mustafizadeh if his government did not take "decisive measures" in the disputed enclave. Soon after that, the president publicly accepted him as commander. Mr Mustafizadeh has since resigned and has been replaced by a Popular Front leader.

Professor Gasiev holds out no hope of a compromise with Armenia, insisting that if the Armenians in Nagorno-Karabakh are to stay and enjoy autonomy, Armenia must take back and grant autonomy to thousands of Azerbaijanis expelled from Armenia in 1988.

Army tells Armenia to free men

FROM AFP IN MOSCOW

A SENIOR Commonwealth of Independent States general was negotiating yesterday for the lives of ten officers held hostage by Armenian extremists. At the same time the Russian parliament appealed to President Ter-Petrosian and the Armenian parliament to secure their immediate release.

In Baku, the Azerbaijan capital, Douglas Hogg, a Foreign Office minister, met the republic's leaders yesterday. The leaders agreed that the intervention by the Conference for Security and Co-operation in Europe would be instrumental in resolving the growing conflict over disputed Nagorno-Karabakh.

In Moscow, a spokesman for the commonwealth's general staff said the group, which attacked a commonwealth anti-aircraft base in Armenia on Sunday and took the officers hostage, had threatened to kill them if they were not given 5,000 Grad missile launchers, 5,000 mortars, 5,000 anti-tank grenades and ammunition.

Students rally to topple Milosevic

FROM TIM JUDAH IN BELGRADE

THOUSANDS of students occupied one of Belgrade's main thoroughfares yesterday in an anti-government protest which, organisers hope, will eventually lead to the fall of Slobodan Milosevic, the Serbian president.

The students defied to rock music, applauded force anti-government speeches and recalled that a similar demonstration a year ago led to the deployment of tanks on the streets of the Serbian capital. On Monday, more than 25,000 opposition supporters rallied in Belgrade and the students want to keep up the momentum of protest.

However, yesterday's mood among the well-dressed, middle-class students was one of pessimism. Marija, an astrophysics student aged 26, said: "The workers are not with us, they are being kept happy because Milosevic is printing worthless money like newspapers. The Socialists are a mafia, they are just too strong."

In the same mood as demonstrators in other parts of the post-communist Balkans, Belgrade students say they are determined to stay in the streets as long as necessary. But an elegant group from

the university's engineering faculty looked in disbelief when asked if they would follow the example of Bucharest students who occupied a central city intersection for 11 weeks in 1990.

"Things are much tougher here," said Vanja, aged 25, clearly horrified at the suggestion of a prolonged demonstration. A professor from the music faculty said: "This is not the real Serbia." While opposition to Mr Milosevic is strong in Belgrade, he continues to remain popular in Serbian provinces.

President Tudjman ordered Croatia's armed forces and police yesterday to co-operate with the United Nations peace forces and "respect their security". He called on all units to respect a truce agreed on January 3 and issued the order after meeting General Sash Nambiar, the UN peace force commander. Mr Tudjman said the first tasks would be to re-establish air, sea and rail traffic, to facilitate the deployment of the 14,000-strong UN peace-keeping force, as well as oversee the departure of federal troops from Croatia. (AFP)

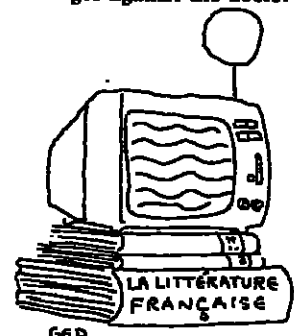
PARIS NOTEBOOK by Philip Jacobson

Court puts £30-a-night price tag on married love

Venturing into realms of judgment that even Solomon might have sought to avoid, a French court has set the price of conjugal love-making at 300 francs (about £30) a session. Magistrates at the civil tribunal in the western town of Saintes issued their ruling this week in a case involving a claim for damages by a local man temporarily obliged to abstain from sex with his wife because of a mishap in his doctor's surgery.

The affair began in 1990, when the young man presented himself for treatment of a routine genital ailment. Instead of daubing his penis with heavily diluted acid, the doctor applied pure acid, with painful results. Apart from requiring three weeks off work, the complainant

was unable to make love for the next two-and-a-half months. He asked the court to award 9,000 francs in damages against the doctor.



and another 12,000 for "enforced abstinence". According to a report in *France-Soir*, the magistrates decided his claim was excessive and concluded that, since the average French married couple make love once a week, "the complainant can legitimately claim to have been deprived of conjugal relations on ten occasions". They duly awarded him 3,000 francs.

Whatever else the French get up to at home, the number of books they read is still declining. A new survey for the culture ministry shows that sales were down by 2.3 per cent last year.

What particularly alarms the book trade is the discovery that the fourth quarter of the year was by far and away the worst. Traditionally the many French literary prizes awarded in this period provide a healthy boost for

sales. Critics, indeed, argue that sales rather than any quest for literary excellence are the prime purpose of the prize-giving exercises.

Various industry committees are already trying to establish the reason for the decline in book sales. Television is, of course, a prime suspect. The average secondary school pupil watches television for nearly three hours a day which, with homework, leaves little time for recreational reading.

In these unpromising circumstances, it comes as no great surprise to learn that the study of Greek and Latin in the nation's lycées could be phased out under a renovation plan proposed by the education ministry. The effect of juggling with the

new combination of subjects proposed for these, sitting students will be to force a choice between the ancient and modern languages in their studies.

An impending shortening of intellectuals have now signed various petitions which claim that the disappearance of Greek and Latin from the nation's schools would have serious knock-on effects on "the mastery of the French language and the comprehension of French literature". As the intellectuals point out, the number of students who are eager to study either in both of the supposedly dead languages is actually increasing steadily among the young.

Small statistics. LRT section, page 1

BEN ELTON



Ben Elton / Gridlock / Sphere / £4.99.

From the inimitable Ben Elton, author of the hugely successful "Stark" comes this new novel. "Gridlock" is a black comedy about traffic clogged London, in which the much coveted motor car has become synonymous with a prison cell.

WH SMITH
More to discover

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Conor Cruise O'Brien

We may mock conspiracy theorists, but watch out for the real conspirators

Who killed JFK? According to a poll, 73 per cent of Americans believe that the president was victim of a conspiracy. This view is, however, generally rejected by the upper classes, both in the political establishment and in the media. They imply that anyone who believes in conspiracy theory is either paranoid or historically illiterate. Oliver Stone's film *JFK* plays to big houses but gets terrible reviews.

Conspiracy theory has, of course, often assumed daft forms. Conspiracies have not played as large a part in human history as some have imagined, but it is silly to try to ignore their existence both in the past and today. Catholic plots and communist plots have often been the subject of paranoid fantasy, but such plots have also happened, and have affected the course of history. The St Bartholomew's Day Massacre in Paris was a real event, even though it stimulated some Protestants to imagine conspiracies where none was going on.

People in America and elsewhere have often talked nonsense about Bolshevik conspiracies, but we cannot ignore the fact that a real Bolshevik conspiracy played a big part in the history of the 20th century. The Bolshevik revolution was not indeed caused by the Russian revolution as a dedicated conspiracy theorist might imagine: the revolution was the product of a general breakdown of Russian society under the impact of the first world war. What the conspiracy did was to harden and train the conspirators, preparing them for the seizure of power in revolutionary conditions. Joseph Stalin wielded power as a conspirator in Bakun long before he wielded it as a despot in Moscow. Conspiracy is a good school for despots.

Even today, and even in those societies which are models to the world in the matter of democracy and the rule of law, thousands of citizens live under the arbitrary rule of armed conspiracies. The best organised and most formidable of these conspiracies is the Mafia which controls large realms of American life, in the big cities and their sprawling suburbs. Oliver Stone — like others before him — assigns to the Mafia a significant part in the assassination of President Kennedy. The case is not proven, but I find nothing intrinsically improbable in the hypothesis that a band of conspirators, for whom murder is a matter of routine, conspired to murder a president whose administration was making trouble for them. Making conspiracy theory a general term of dismissal can provide convenient cover for real conspirators.

There are parts of the United Kingdom which are under the *de facto* rule of another armed conspiracy: that of the IRA. People in South Armagh, Newry, Co Down and Andersonstown, Belfast, are in theory subjects of Her Majesty the Queen, but in reality subjects of the IRA godfathers. The godfathers can sentence them to death, and see that the sentence is carried out. For lesser "offences" the offenders can be kidnapped, or tarred and feathered, or banished. There is no appeal, and the courts of the land provide no protection against the absolute power of the conspirators. People shrink from introducing internment, because this would infringe the liberties of the subject. But those who live in fear have no liberties. For them, the internment of the godfathers would mean personal liberation.

I believe the reluctance to furnish any effective response to the IRA or the Mafia is connected to the tendency of the ruling classes, especially the politicians, to reject conspiracy theory. Even where the existence of an armed conspiracy has to be acknowledged, as in the case of the Mafia or the IRA, the "no-conspiracy" frame of mind minimises the phenomenon. It is distressing for good democrats to acknowledge that armed conspirators now control quite large areas of our society and the lives of their inhabitants. Most democrats prefer not to think about the phenomenon, so it comes to be regarded as bad form to go on about it.

To suggest that something should actually be done, such as internment of the godfathers, is classified as over-reacting. This suits the godfathers. The current consensus in favour of under-reacting provides conditions in which the conspiracy can flourish. To imagine conspiracies where none exist is bad, but to refuse to see real conspiracies may be worse.



...and moreover
CRAIG BROWN

My spelling reached a peak of accuracy when I was 12 years old. Grown-ups would ask me how to spell a word, knowing that they could be sure of the correct answer. My "I" all before "e" is a lexicist after "e" and so on. Since then, it has been downhill all the way. Do you spell it "separate" or "seperate", for instance? These days, I have to write down the two choices, and still I don't know which to pick. Recently, I discovered that I have been spelling "sophisticated" wrongly for a least a year, which is a shame, as it immediately signals how unsophisticated I must be. It reminds me of a childhood friend of mine who fancied himself as an intellectual. Having discovered the word "subtle" he peppered his conversation with it, and we were all very impressed until one of us discovered that the "b" is silent.

How important is spelling? Queen Victoria grew tetchy with the Princess Royal whenever she mis-spelt a word. "I must tell you," she once wrote to her, "that you have mis-spelt some words several times, which you must attend to, for if others saw it, it might make them think you did not attend to orthography and had not been taught well. You wrote in two letters — appeal and appreciate with one 'p'." Sadly, Queen Victoria was herself not absolutely perfect in this regard, sometimes going into "extacies" and finding things "schocking" or "bewildering". As my own spelling steadily

disintegrates, I find myself taking comfort from the example of great writers. Many writers of the most elegant prose have been curiously shoddy spellers. John Cheever's recently published letters reveal him as a hopeless speller ("Your magnanimity is overwhelming," he writes to John Updike). Ezra Pound derived aggressive satisfaction from wanton misspelling, particularly when he was writing about higher matters. "If you are unvelveting read JH" he wrote to one young man, "no excuse for ignorance." The writer Ronald Duncan used to have a letter from Pound hanging in his sitting room. It was written when Pound was in prison, chained to a rapist. Terrible — but marvellous experience" it read. To another correspondent, Pound wrote: "Keep on remindin' them that we ain't no bolcheviks, but only the terrifyin' voice of civilisation, kulchuh, refinement, aesthetic perception."

Old codger columnists tend to bang on about misplaced apostrophes (our village shop has a permanent sign outside advertising Bana's), but even such a precise writer as Evelyn Waugh never seemed quite sure where to put them, sometimes even — in "haven" and "didn't" — forgetting them altogether. Occasionally misspelling has a grave effect on friendship. "I have a personal theory," Scott Fitzgerald's daughter has written, "that one reason Hemingway became so exasperated with him was that Daddy never got

his name right." Fitzgerald tended to spell Hemingway either "Hemmingway" or (slightly worse) "Hemminway", while even Ernest was sometimes "Earnest". His daughter suggests that "Hemmingway" might have felt more tolerant had he seen the scrumptious, with their headings "Riviera" and "British Criticism".

Like many poor spellers, Fitzgerald remembered the "i" before "e" rule only when inappropriate, so that his friends Theodore Dreiser and Gertrude Stein found themselves addressed as Drieser and Stien. Among his other favourite misspellings were "ect", "apon", "definate" and "yatch". Though Fitzgerald was extraordinarily lucky in his editor, Maxwell Perkins, who nurtured and cosseted (cosseted?) him beyond the call of duty, it was bad luck that Perkins's spelling was almost as erratic as his own. This meant that the publication of his first novel was greeted by *The New York Tribune* with a readers' competition, the winner whoever spotted the largest number of errors. A Harvard scholar won with a list totalling 100, among them the misspelling of the dedicatee as "Sigourney" rather than "Sigourney". At least, though, Fitzgerald's spelling did not bar publication; it is said that the TV personality Loyd Grossman was once turned down as a reviewer by a literary editor "because our policy is to employ only reviewers who can spell their own Christian names".

Justice will continue to be out of touch if only elderly men mete it out, argues David Pannick

Too long on the bench



Lord Mackay: should judges retire at 70?

When the Lord Chief Justice announces that he is to take "early retirement" at the age of 73, it is time to reconsider the age profile of our judges. The statement by Lord Mackay, the Lord Chancellor, that he is to consult the judiciary about reducing the retirement age to 70 is a welcome recognition that judges cannot much longer remain immune from the principles which govern other professions.

Most judges are appointed to their new career in their early to mid 50s, an age when their contemporaries are planning for retirement. Judges in the High Court, the Court of Appeal and the House of Lords currently retire at 75. Circuit judges sitting in the Crown Court and County Court retire at 72.

Until the introduction of a compulsory retirement age in 1959, many judges were able to resist hanging up their wigs and gowns until well past their sell-by date. Mr Justice Lovell was almost 90 years old when appointed to the Court of Exchequer in 1708. In his biographical dictionary of the Judges of England, Edward Foss recorded that Lovell "sat for the next five years, but from his extreme old age could not be of much use to his colleagues". Vice-Chancellor Bacon retired at the age of 88 in 1886. *The Oxford Companion to Law* suggests, unsurprisingly, that "latterly he was out of touch with legal developments".

Because he was appointed to the Bench before 1959, Lord Denning was not bound by the compulsory retirement age introduced in that year. He outstayed his welcome by remaining Master of the Rolls until he finally resigned at the age of 83 in 1982.

The case for a lower retirement age is overwhelming. A judiciary which is composed predominantly of senior citizens cannot easily understand contemporary concerns or apply contemporary values. Oliver Wendell Holmes, who sat on the United States Supreme Court until past the age of 90, understood that elderly judges are "more likely to hate at sight any analysis to which they are not accustomed, and which disturbs repose of mind, than to fall in love with novelties".

For similar reasons, and to give opportunities to younger individuals, comparable professions, such as the diplomatic service and the police force, impose retirement ages much lower than 75. Indeed, it is quite extraordinary that anyone over 70 should wish to spend the

days listening to barristers debate, in tedious detail, the various forms of wickedness and folly which occupy the courts. In recent years, a large number of judges who have earned their pensions have quite understandably chosen to retire before the age limit.

Every developed society has faced this issue. Aristotle doubted whether judges of important disputes should hold office for life, since "the mind grows old no less than the body". In Talmudic law, a man who had reached the age of 60 was prohibited from sitting as a judge in a capital trial. An exception was recognised where

the charge was inciting idolatry, so serious a matter that the stern attitude typical of an elderly judge was thought appropriate. A younger judiciary is not necessarily a less wise judiciary. Solomon was, in his own estimation, "a mere child" when he decided to award custody of a baby to the woman who was prepared to give it to the other claimant, rather than to the woman who was prepared to see the child split in two.

The adoption of a retirement age of 70 need not deprive the legal system of the skills of an elderly judge who still has a particular contribution to make. Discrimination on grounds of age can be as offensive as discrimination on grounds of race or sex in making assumptions about an individual on the basis of characteristics over which he or she has no control and which may be irrelevant to

the person's abilities to perform a particular job. So, the Lord Chancellor, who himself is rumoured to be preparing to step down after the general election, should also be ready to invite exceptional judges to remain on the Bench past a lowered retirement age.

In 1928, Lord Atkinson wrote to a colleague to say that he had been forced to retire as a Law Lord after the Lord Chancellor "asked me to call upon him. I did call. He said the scurrilous press of Quebec had abused the Judicial Committee of the Privy Council and said the members were all old fogies, that I was the oldest of the old fogies and had better resign."

The Lord Chancellor's announcement about lowering the retirement age for judges is a welcome recognition that a more rational policy is being considered to enable elderly judges to plan for their well-deserved retirement.

The author is a practising barrister and a fellow of All Souls College, Oxford.

Peter Stothard
on Clinton's
decisive win
in the southern
primaries

As news of Bill Clinton's Super Tuesday successes reached his campaign plane, the candidate was relaxing with a crime novel. His choice was the latest V.I. Warshawski crime bestseller, *Guardian Angel*, in which the feminist private eye's affair with a black policeman is mixed with murder and the unplanned pregnancy of a dog.

A few weeks ago such subject matter might not have been the Arkansas governor's choice. Even though the book is packed with local colour of Chicago, the site of the next and probably decisive Democratic primary on March 17, it might have recalled too vividly his own too colourful past.

Yesterday, however, Bill Clinton looked like a man who had put his unwanted past behind him. He was enjoying one of those high days that make all the low days of politics worthwhile. As he told his supporters, "the people of the South were told the worst about me and saw the best."

He was called a "pander" by his rival Paul Tsongas, but the allusion was not to sexual intrigues, only to the instant economic gratification he was offering the electorate. Yesterday, Governor Clinton could read his novel and concentrate instead on Ms Warshawski's crusading pursuit of incompetence and corruption in high places. Super Tuesday was sweet revenge on those who had written him off. He was now within one more win of the chance to take on George Bush in November.

His campaign will now be based in Chicago for a week, making occasional forays to neighbouring Michigan, which

also votes next Tuesday. The mood among Democratic campaigners is almost delirious. They think the leftward drift of the party, which began in the turmoil of the Vietnam war, has been halted, and that they now have a new course as clear and potentially successful as that of Franklin Roosevelt's after the great depression.

"This is a defining moment," said Democrat strategist Bob Seckel, whose management of Walter Mondale's disastrous 1984 campaign marked one of the low points of recent Democratic history. "The blue-collar vote that Ronald Reagan picked up has either completely abandoned George Bush or is so suspicious of him at the mo-

ment that any reasonable Democratic candidate will pull them away."

Governor Clinton, who began his pitch for the presidency by stressing his support for capitalism and capital punishment, is now courting the traditional Democrat constituencies as though he were a Mondale reborn. But the difference, according to his friend of 20 years and now campaign adviser Diane Blair, is that "Bill Clinton does not have to shake himself with promises to interest groups in order to get their support. Traditional Democrats want to win the White House and they know Bill is the only one who can win it for them."

In Illinois, Mr Clinton's sup-

porters have a real right to feel better. As usual, Chicago is far more excited by a local political battle — to oust sitting Democrat Senator Alan Dixon — than in the national contest on the same ballot. But as it happens, Mr Dixon is opposed by a fiery black feminist Carol Braun, straight from the world of V.I. Warshawski, whose candidacy is likely to attract many more pro-Clinton blacks to vote than would otherwise have bothered to turn out. That is bad luck for Paul Tsongas and good for Bill Clinton. The road from an Illinois win in March to the New York city nomination in July ought to be straight and clear.

However, little in American politics this year has been either

straight or clear. Republicans and reporters, temporarily firing of sex and draft-dodging allegations, are rummaging through the Clintons' complex financial affairs. When the Arkansas governor reaches the *Guardian Angel* chapters about politically connected banks, he may prefer to skip over the pages. The defining moment for the Democrats may indeed have arrived, but in Washington there are still those who would like to see a cleaner candidate riding the tide.

For President Bush's supporters, Super Tuesday's results provided a similar mixture of elation overlaying doubt. Mr Bush won "handily", as they say, in every race against Patrick

Buchanan, whose support nowhere rose above 32 per cent. The White House is trying to turn this protest into a proof that Mr Buchanan is a mere messenger who has done his job and ought to get back on his bike and pedal away.

But, instead, Mr Buchanan is pedalling towards the California primary in June, not least so as to harry Governor Pete Wilson, a moderate compromiser in the George Bush mould and a potential rival for the 1996 nomination. Governor Wilson says that his job is to manage a nation state of 30 million people, and that Mr Buchanan has only his mouth to manage — which he does not do very well. The Republican was not about to end, and the beneficiary could well be Mr Clinton.

President Bush is always comfortable in Illinois, from where he has chosen three of his cabinet as well as his chief of staff, Samuel Skinner. Republican leaders here are mostly of the Rockefeller country club variety — the type that Mr Buchanan calls "kannel-fed". Republican Senate candidates seem less interested in winning than in the jobs that Mr Bush will give them after their gallant defeats. Mr Buchanan will probably win nearer 20 than 30 per cent.

In Detroit, Michigan, where whites fear black gun battles and where carworkers want anti-Japanese protection, Mr Buchanan's chances are better. It will also be harder there for White House emissaries to claim that their challenger is not a true conservative. The Buchanan campaign is led by Russell Kirk, author of *The Conservative Mind: From Burke to Santayana*, and one of the foremost creative thinkers of the American right.

Mr Kirk is also a distinguished novelist. He writes elegant spiritual thrillers such as *The Old House of Fear* and *The Lord of the Hollow Dark*. But these works, albeit for different reasons, are unlikely to be included either in Mr Clinton's cabin baggage or on the bookshelves of Airforce One.

Trumpeting out (quietly)

FEW THINGS are worse than newspapers blowing their own trumpets, but for once we have to make an exception. While others have for weeks claimed the glory as the first to tip April 9 as the likely election date, we have remained silent. Despite our own advocacy of a May poll, now the date has finally been fixed, remember where you saw the first headline: *The Times* of November 4 last year.

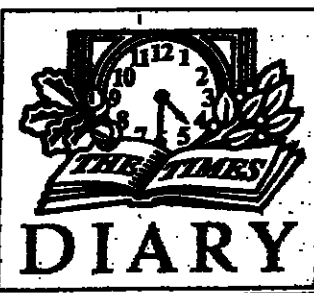
Tories focus on April 9 as date for next election

By Peter Wilson, *Times* Political Correspondent

Sex-pot

FRESH from compiling *The Literary Companion to Sex*, Fiona Pin-Kethley flew this week to Istanbul to research her next book: an absorbing guide to the world's 50 top red-light districts. She seems to have thrown herself into the task strenuously. She was unavailable for comment yesterday, in the backstreets of Istanbul's seedier districts, beyond the reach of the most intrepid reporter. Her agent, Giles Gordon, could be more easily traced in the genteel surroundings of his Doughty Street office. "Fiona feels that red-light districts are under threat from Aids and a new Puritanism. She thinks the tradition should be preserved."

At present she is underwriting



her own research, but she has approached an airline to sponsor her travel costs. Which airline? Virgin Atlantic, of course.

Perhaps we are not such good Europeans after all. The full text of the Maastricht treaty went on sale in Denmark this week, and within hours every copy had disappeared, causing a reprint which is anticipated to push sales over 300,000 — no small feat for a country of only 5 million. How many copies have been sold in Britain? None, for it has not even officially been printed. No demand, says the HMSO.

Now drive on

AS cabinet ministers prepare to hand back the keys of their ministerial Rovers — use forbidden until after the election — at least one of their number will not be sorry to wave goodbye to his ministerial car, not to mention his government chauffeur. David Hunt, the Welsh secretary, recently played host to John Major on an electioneering visit to the principality. For the secretary of state, it was a great occasion as he welcomed the prime ministerial party on a visit to Fairwater Tory club in the marginal constituency of Cardiff West to support the local candidate, Michael Prior.

All went well until Major's aides indicated to the prime minister that it was time to move on to the next appointment. Unfortunately, no one told Hunt, who is widely regarded as the most anonymous member of the cabinet. After some time it dawned on him that he was overdue at the next port of call in Cardiff Bay.

Rushing out to the car park, he discovered not only that the prime minister's Daimler had disappeared, but that his own official car and driver had gone too, leaving the secretary of state to flag down a passing car to catch up. "David Hunt was still talking to party members when they all left

He's handed in the keys but claims he's never seen the car



without him," says Prior, who despite everything, still hopes to welcome the pair back during the election. "This time," says Prior, "we expect David to stick to the prime minister like a leech."

Tortoise wins prize

THOMAS PAKENHAM, no longer the least known of the literary dynasty which includes sisters Antonia Fraser and Rachel Billington, to say nothing of his

parents, Lord and Lady Longford, will today step out of the family shadows to collect the £10,000 W.H. Smith literary award for 1992.

Pakenham spent 12 years writing his massive tome *The Scramble for Africa*. "Yes I am terribly slow," he admitted yesterday, "I worked out the other day that in the time it has taken me to produce this book, my two sisters and my father between them have written 26 volumes."

After the 66-minute hour comes a further example of British Rail's capacity for numerical invention. Its new passengers' charter includes a unique method of numbering which hardly suggests that the trains are about to start running on time. After page six comes page three, followed by page 15, which is opposite page 18. In his preface on page one (rather conventionally, the first page of the document), Sir Bob Reid promises "a fair and satisfactory response if things go wrong". The last page (wisely left unnumbered) declares: "We know we can do better and we will."

Oz's double whammy

WITH Australia almost certainly out of the cricket world cup, Bob Hawke is on his way to Britain to become perhaps the most unlikely reporter on the election. Only weeks after quitting Australian politics, Hawke is due to launch his new career as a commentator on the London station LBC, interviewing British politicians on Michael Parkinson's show.

"I got to know Bob Hawke in Australia," says Parkinson. "Then I was interviewing him and we got on very well, sharing a love of cricket." In the circumstances, he might be well advised to stick to talking politics.



CURIOSLY BOLD

So John Major is indeed to ask the country for his first mandate as prime minister on April 9. The date has been a long time in coming, yet suddenly seems so close. No recent prime minister has risked an election when not clearly ahead in the opinion polls and when the choice of waiting until a later date remains open. The decision is thus as curious as it is bold.

It is curious because the April date has for some time been controversial within the Tory team. The case against "floating" election dates has always been that they give too much advantage to the ruling party. A prime minister has discretion to orchestrate economic management and "good news" to ensure an opinion poll lead before taking the plunge. The case for May or even June was primarily that the Budget, likely to be a cautious one, would have longer to work through into public perception. The economy might improve even if it did not; other items could be forced up the agenda as spring passed into summer.

Mr Major has come to treat April 9 as almost beyond his discretion, ordained by some higher power. Events have bounced him into a date for which there has never been a strong case. He has long been reluctant to hint at a later, possibly better date, because that would suggest his mind was made up. But by appearing to be undecided, he left his party managers, the media and the nation having to assume an early date "just in case". Pre-battle stress has grown to the point where everybody now wants to get it over. Instead of a free choice of date Mr Major found himself "boxed in".

Labour's major was showing signs of flagging earlier in the phoney campaign, but has picked up in the polls and in morale over the past two weeks. It had been quietly praying against a postponement, lest Labour's ability to generate righteous indignation over health, education and transport began to wilt. The longer the war was extended, the more a government might have marshalled its troops and dictated the

terms of battle. But this is now water under Westminster Bridge. From Mr Major's standpoint, the psychological case for getting on with the fight was clearly strong. Any democratic leader feels vulnerable without a personal election victory under the belt. The prime minister would have been justified in going to the country within a month of taking over from Margaret Thatcher. He would have been equally justified in seeking a mandate immediately after the Gulf war or even, with a certain panache, before Maastricht. He chose none of these options.

Yesterday he said that he wanted to get Maastricht, the community charge and the Budget out of the way. He now wants a vote of personal confidence and sooner rather than later. Whether waiting another eight weeks would make any difference to the Tories' poll rating is one of those imponderables that makes politics more an art than a science.

Much has been made of the prospect of a campaign which is dirty and vicious. Like crime in the streets, election campaigns always seem to be getting worse. They are not. They have always been raw, squalid affairs, democracy tested close to destruction. This time the prospect is rather of a gentlemanly fight between two individuals not noted for deep malice towards each other — or even towards each other's beliefs — and both eager to win the respect of the electorate.

There are strong differences between the political cultures represented by the parties, which must be discussed in coming weeks. Especially after yesterday's Budget, these differences are not likely to be widely perceived by the electorate. In which case, the outcome will turn as seldom before on Haldane's sensible view: "A democracy has not got a body of definite opinion for the expression of which it seeks delegates; it is an assembly of human beings earnestly seeking guidance from those of whose sympathies it is sure." It is that sympathy, that confidence in sound guidance, that the electorate will be seeking between now and April 9.

CLINTON BREAKS THROUGH

Super Tuesday has briskly reduced the American presidential election to a two-horse race. President Bush, though wounded by the unrelenting attacks of Patrick Buchanan, won the Republican primaries in all 11 states and has amassed 554 delegates, ten times more than his challenger, Bill Clinton, governor of Arkansas, pulled free of the controversies that almost derailed his candidacy and swept his native south. He defeated Paul Tsongas decisively in delegate-rich states such as Florida and Texas, and won a total of 747 delegates, more than double the tally for Mr Tsongas.

Barring any spectacular upset, of which American politics always promises a rich store, the November race will pit Mr Bush against Mr Clinton. The latter showed on Tuesday that he was able to fend off the earlier innuendoes of adultery and draft-dodging, though he may yet have to face further such assaults. He must now take the debate beyond "character" to exploit the country's general discontent with its president and in particular the management of the economy in recession. He will run on his record as an energetic and innovative governor, who has done much for education, has balanced economic growth against the environment, and has thought hard about how to fund health insurance.

Mr Clinton is a strong campaigner, leading from the right of centre in Democratic politics and eschewing the discredited unionised labour policies and the more extreme lobbies who have so antagonised the American middle class voters. He thus embodies the pragmatism that influential party elders such as Senators Sam Nunn and Charles Robb called for five years ago. In this, his promise is similar to that offered by former president Jimmy Carter when he first emerged from Georgia. Like Mr Carter,

Mr Clinton is skilfully building a broad moderate coalition, trading on his good relations with blacks to consolidate his southern base while giving him an entrée into the big northern cities.

On the other hand a broad base can be dangerously diffuse. Mr Tsongas, whose success has come in spite of him being a lone, uncharismatic outsider with a single message of economic prudence, has already nicknamed his rival "Pander Bear" for pandering to too many interest groups. America has often seen candidates so afraid of giving offence that they trim their message and blur their image until there is little left.

Like Mr Bush, Mr Clinton needs to define his strengths. He has not been in the public eye for long enough to give him any leeway in his campaign, and one serious mistake or primary reverse could bring his momentum to a sudden halt. He must now expect the Bush camp to set all its experienced and increasingly desperate campaign tactics on his heels. Mr Bush will still be too preoccupied to campaign against Mr Clinton by the saving he is receiving from Mr Buchanan, and could emerge from the Republican convention drained by the next few months of blood-letting. This will give Mr Clinton time at least to consolidate, time that he must use to exploit the weaknesses in the White House.

This election seems similar to that of 1976. A southerner has emerged early on with a party hungry to close ranks. Mr Bush, like Gerald Ford against Ronald Reagan, can fight off the challenge from the right but only at a damaging cost. He is likely to win the nomination. And once past that, if Mr Clinton can now assemble round him the new-thinking and best strategists of the Democrats, he will have a serious chance of removing a weakened incumbent.

PRIMATES AND PATRONS

The patronage of an Archbishop of Canterbury is much sought after in the Church of England. There are more than 400 organisations which look to him for ex-officio, if nominal, support as president or patron. That is too many. He should try disestablishing himself.

Yesterday it became known that the present archbishop, Dr George Carey, had intervened with a respected Church of England publishing company of which he is president, the Society for Promoting Christian Knowledge (SPCK), against a proposed prayer book designed for use by homosexual and lesbian Christians. His stated objection is that the inclusion of prayers for Aids victims might imply that Aids is exclusively a homosexual disease. Clearly his intention was to be helpful to homosexuals. By throwing his weight against this publishing venture, however, Dr Carey will have gained bonus points with the church constituencies from which he himself comes, the conservative evangelicals, who tend to be strict against homosexuality.

Many conservative evangelicals have been smarting from his earlier decision not to accept an invitation to be patron of the Church's Ministry Among the Jews (CMJ). One leading evangelical, the Rev Tony Highton, called it "a shameful betrayal" — Dr Carey is regarded by evangelicals as a virtual patron of their own movement. But with the Jewish community in Britain becoming increasingly sensitive about Christian proselytism in its ranks, his acceptance would have been hard to square with his joint presidency of the Council of Christians and Jews.

Churchmen are a clubbable breed. The various societies and institutions of the Church of England form a dense clerical

jungle. At the end of Lord Runcie's term as archbishop, those groups under his patronage or presidency ranged from the Ecumenical Society of the Blessed Virgin Mary and the Corporation of the Sons of the Clergy to the Religious Drama Society and the Incorporated Church Building Society. But the more there are, the less the honour means, while the more precarious is the balancing act of any multiple president or patron who has to support so many causes at once. Most of them would be no worse off without him. He might be better without them all, and it was in the course of that review that he came to turn down the patronage of the Ministry Among the Jews.

He told SPCK that disagreement with it over publishing policy could lead to him relinquishing that presidency too. Those who borrow his name must surely accept some obligations towards him in return, including not putting him in a position likely to embarrass him with other church groups. The logic of Dr Carey's position is to sever his SPCK connection now, not to wait for some further disagreement. If it then publishes its gay prayer book, that is its own affair.

Ideally, the only unofficial bodies to which Dr Carey should lend his name and prestige are those where a presidency, though nominal, is a significant statement. He shares the presidency of the Council for Christians and Jews with the Cardinal Archbishop of Westminster, the Moderator of the Free Church Federal Council and the Chief Rabbi of the United Hebrew Congregations. This is an important cause. For the rest, the archbishop's title of Primate of All England is a broad enough umbrella under which they all may find shelter enough.

LETTERS TO THE EDITOR

1 Pennington Street, London E1 9XN-Telephone 071-782 5000

Minority power in new Parliament

From Lord Mayhew

Sir, With the election date set, the debate on proportional representation will clearly warm up. There is at least one contradiction in your leader of March 9, "Out of proportion", to which I must draw your attention.

You argue that the Tory and Labour parties are no longer "deeply divided by ideology and policy", and at the same time that proportional representation would put the Liberal Democrats "in the position of choosing who shall form a government".

But any king-making powers enjoyed by minority parties in hung parliaments arise solely from the mutual hostility of the major parties. If, as has happened in other countries, these come together, the minority parties are left in the cold.

The Tory and Labour parties may not wish to act in this way, but the decision is entirely theirs. If they decide on the contrary to persist in the politics of confrontation, this will naturally confer influence on minority parties. In this case the country will be fortunate to have, in the Liberal Democrats, a party which can require them to modify or abandon their more extreme policies (such as the poll tax) for which they will have failed to win an electoral mandate.

Yours faithfully,
CHRISTOPHER MAYHEW,
House of Lords,
March 11.

From Mr Anthony Wigram

Sir, As the founder of Conservative Action for Electoral Reform and its first chairman, from 1974 to 1986, I was disappointed to read your leader today, arguing against proportional representation.

You say that the two major parties are not now so deeply divided in ideology and policy, although there are "differences of emphasis and technique". This is window-dressing. If elected, the Labour party would dismantle Conservative reforms in education, the National Health Service, industrial relations, taxation and the free market economy which are the core of Conservative achievement over three parliaments.

Your assertion that the present system allows "changes in personnel and fresh air" is surely inaccurate. The experience of PR is that under-represented and minority groups, such as women and ethnic minorities, get more representation with PR. It is the first-past-the-post system which ossifies policies and can often leave an MP in place long after he or she should have retired.

Your article fails to address the central issue of whether Britain has been well governed since the war in comparison with our European colleagues, all of whom use PR. The answer to this must be no. In all essential areas of government, but particularly in the economic sphere,

Britain has lagged behind our competitors. To deny that this is directly attributable to our political system is to negate the function of government.

Yours faithfully,
ANTHONY WIGRAM,
Highfield House,
4 Woodfall Street, SW3,
March 9.

From Mr Humphry Berkeley

Sir, I agree with your arguments against proportional representation, not least because no government since 1945 would have received an overall majority. I hope, however, that you would support the alternative vote, a measure of electoral reform which I have advocated for many years.

Under this system, single-member constituencies, which you value, are retained. If three people are standing, instead of putting a cross on the ballot paper for the preferred candidate, electors would vote, in order of preference, by putting against the names of the candidates the figures 1 and 2.

If the top candidate does not get 50 per cent of the votes cast, those of the bottom candidate are redistributed according to preference. This system is fairer to smaller parties, removes the need for tactical voting, and means that the winning candidate has secured a majority of the votes cast.

Yours faithfully,
HUMPHRY BERKELEY,
Three Pages Yard,
Chiswick, W4,
March 10.

From Mr Alan Curnow

Sir, The central "coalition" argument of your leader is an illusion which the writer dispels, perhaps unwittingly. The very fact that "the Tony Marlow and the Dennis Skinner" can sit so near to such philosophically distant colleagues for five years shows that we have *de facto*, but not *de jure* coalitions. When the campaigning starts, everyone dons the rosette of convenience, until external hostilities are over and internal ones can resume.

A simpler recipe for ensuring that MPs have a democratic bond with their electorate, and that national parties are not too influential, would be the replacement of the financial deposit (introduced for obsolete reasons) by two more relevant criteria: a candidate would have to be a registered voter in the constituency, and endorsement by 100 other registered voters would be required.

This would immediately restrict the machinations of central offices, the carpetbagging tendency and Lord Sutch.

Yours sincerely,
ALAN CURNOW,
37 Cecil Road, Norwich, Norfolk,
March 9.

Redress for Maxwell pensioners

From Mr J. N. H. Whitaker

Sir, Your leader (March 10) identifies how much stronger is the claim for compensation by Maxwell pension fund members than was that by those who suffered in the Barlow Clowes affair. You do not identify, though, how many forces are now working against Maxwell's victims. However much Maxwell hurt the pensioners of his companies, that damage is being increased by the government, the banks who loaned him money and the administrators appointed to his private companies.

The government must be responsible. They set up the control systems which did not work, and which allowed Maxwell to do what he did. Yes, four weeks from an election, neither of the major parties will commit to an assurance of pensioners' benefits. The report of the Commons social security committee is not enough. Neither is Tony Newton's derisory assurance of a guaranteed minimum pension. A promise to restore full benefits is the only thing which will satisfy the many disaffected fund members.

The banks, who loaned money to Maxwell without adequate enquiry on the ownership of the securities he rendered, are also prevaricating. However, they make it clear that they do not feel bound to return those securities to the pension funds. It will be difficult for them to reconcile any retention with their desired image as responsible institutions.

The National Westminster Bank, for instance, is proud of being a good corporate citizen; of having a low Third World debt; and of being the largest corporate giver to charity in the country. Funding such philanthropy while disavowing British pensioners would not be socially responsible.

The administrators of the Maxwell private companies are preventing pensioners from being creditors of those private companies by winding up the pension funds. If the government activate section 58b of the Social Security Act — which they have been slow to do — the pension funds would benefit as creditors of the private Maxwell companies. Once wound up they cannot benefit. The only people who do gain are the remaining creditors, who will get a larger payout. The main beneficiaries will be the banks.

Many of the pension-fund members face extreme hardship. All of them face large losses through no fault of their own. It is not surprising that many of them feel bitter when the political parties, the banks and the administrators all seem positioned to ensure that damage done by Maxwell affects them for the rest of their lives. Will any of them provide the moral lead?

Yours sincerely,
JOHN WHITAKER,
1 Bannister Close, Oxford,
March 11.

From Mr B. W. Hancock

Sir, Your leading article dealt with the issue of those pensioners who had become victims of the late Mr Maxwell's plundering. However, in the light of the recent social security select committee report, many more questions need to be asked about the manner in which certain companies use their ownership of company pension schemes to boost their company's coffers rather than the pensions of those whose funds they hold in trust.

A case in point is the British Coal staff superannuation scheme. When last valued in 1990, the pension fund was worth over £6 billion and declared a surplus of £973 million. Although they are assumed to hold these funds in trust for the benefit of the pensioners, the committee of management, chaired by Sir Norman Siddall, recommended that approximately a third of the surplus should benefit British Coal in the form of a contribution "holiday" until 1997. But the holiday does not apply to the members of the scheme.

More recently, the same committee of management have accepted rule changes to the scheme which will result in up to half of any future surplus automatically being applied for the benefit of British Coal.

If the committee are there, as trustees, to safeguard the interests of pensioners and contributors, why are they allowing British Coal to make more money out of its ownership of a pension fund rather than by mining coal?

Yours sincerely,
B. W. HANCOCK
(General Secretary,
South Wales Area),
National Association of Colliery
Overmen Deputies and Shootfirs,
70 Neville Street,
Cardiff, South Glamorgan,
March 10.

From Mr Robert Rhodes, QC

Sir, In your leading article about the unfortunate Maxwell pensioners, you state that investors in Barlow Clowes were "in part responsible for their fate" because of their "greed for high returns".

This is a common misapprehension, which deserves its quietus. Barlow Clowes investors were not greedy. The evidence in the Barlow Clowes trial was to the effect that the rates offered to investors offshore were by no means out of line with offshore rates offered by wholly reputable organisations, and were only slightly more than those available from building societies in the UK.

Yours faithfully,
ROBERT RHODES,
2 Crown Office Row,
Temple, EC4,
March 11.

Waiting for Disney

From Mr David W. Smith

Sir, The Disney organisation have committed a terrible faux pas in siting their latest theme park in Europe. Are they not aware that we Europeans have somewhat differing attitudes to the genre art of queuing?

One shudders at the prospect of arriving at EuroDisneyland with the projected 30,000 daily visitors and finding the Germans have all got up early and placed a beach towel at the head of every queue, the French are ignoring queues as alien to their culture and the English are seething with suppressed indignation.

Yours faithfully,
DAVID SMITH,
21 New King Street, Bath, Avon,
March 9.

Power politics

From Mr David Evans

Sir, To those of us brought up on the American side of the Atlantic the provenance of Mr Chris Patten's "double whammy" (Daily March 5) presents no puzzle. In the cartoon strip "Li'l Abner", widely known there, the hero's mother, Mammy Yokum, is supposed to possess the evil eye, monocular application of which is described as a whammy, binocular as a double whammy.

Yours sincerely,
DAVID EVANS,
4 Stanford Drive,
Abingdon, Oxfordshire.

Nature in the round

From Mr Duncan Mackay

Sir, I can almost guarantee that the extraordinary sight (letter, March 9) of six hares running in alternate clockwise and anti-clockwise circles in a field near Sherborne Castle will result in a crop circle on that exact spot later in the year.

It is well known that crop circles occur close to public footpaths, ancient monuments, and, increasingly, in unusual circumstances.

I trust the relevant landowner will kindly assist in fulfilling this prophecy by ploughing up the field, planting cereals in it and keeping Japanese camera crews out of it until the crop is ripe.

Yours faithfully,
DUNCAN MACKAY,
18 Brook Street,
Twyford, Berkshire,
March 9.

Fukuyama debate

From Mr Alan Toop

Sir, I attended last Thursday's Times/Dillons debate (report, March 6) and heard Dr Francis Fukuyama confirm his classification of Japan as a democracy. This is surely the biggest flaw in his *The End of History and the Last Man* thesis.

Far from history ending, the next chapter is likely to be dominated by a battle for economic and eventually political supremacy between the Liberal democracies of Western Europe/Northern America, with their concept of personal freedom, and the radically dissimilar societies of the Far East with their emphasis on authority, loyalty, conformity.

Losing this battle would have implications for our own society which, if not as grave as would have stemmed from a victory of communism, would none the less transform the position of the individual in our society. If "the last man" is Japanese rather than American then our grandchildren will lead a very different life from that predicted by Dr Fukuyama.

Yours faithfully,
ALAN TOOP,
93 Riverview Gardens, SW13,
March 10.

Electric bicycles

From Mr Tom Ruben

Sir, In 1947 I was taken on a school trip to the "Britain Can Make It" exhibition at the Victoria and Albert Museum. Star of the show was a bicycle with power assistance provided by a rechargeable battery ("Sir Clive peddles his electric bicycle", report, March 5).

Yes, Britain can make it. But why has it taken us 45 years?

Yours sincerely,
TOM RUBEN,
6 Dene Court, Mount Avenue,
Ealing, W5,
March 7.

From Mr John Faulkner

Sir, What better demonstration of your assertion that the British are uneasy with electricity than your apparent belief (leader, March 5) that an electrical bicycle requires a spark plug?

Yours technically,
JOHN FAULKNER (Chairman),
Association of British
Theatre Technicians,
4 Great Pultney Street, W1.

Letters to the editor should carry a daytime telephone number. They may be sent to a fax number — (071) 782 5046.

Camomile classes

From Mr J. B. da Silva

Sir, Sir Peter Hall and Ken Taylor may have been guilty of some social solecisms in last night's TV production of *The Camomile Lawn*, but Philip Howard ("Above their station", March 6) seems equally adrift.

Before the war the upper classes did not call napkins serviettes but they often kept them in napkin-rings at home. Placing the pudding spoon and fork at the top of the place setting was, I think, not unknown. Dinner jackets were still conventionally worn with a stiff shirt and, therefore, a stiff stand-up collar.

Soft shirts were beginning to be worn, but the soft shirt with a soft turned-down collar did not make its appearance until the mid-1930s, and then only among the young and more dashing in London.

Sunbathing was not uncommon, and though gents certainly did not take cream in tea they took milk. I remember a colonel of the Grenadiers in 1942 rejecting the offer of condensed milk on the ground that it was "not an officer's milk".

More interesting is the use of the word "bourgeois". Now used by the left as a term of abuse for the upper and middle classes, it was then commonly used by the upper classes as a term of disparagement for the tastes and habits of the middle classes. The equivalent now, I suppose, would be "naïf".

Yours truly,
JOHN DA SILVA,
Cope Close, Virginia Water, Surrey,
March 6.

Mahogany 'ban'

From Mr Mike Read and Dr Simon Lyster

Sir, The levels of misunderstanding about the proposals to list mahogany on the Convention on International Trade in Endangered Species (CITES) reached new and bizarre heights in the letter from Mr Charles B. Lee and others (March 7) suggesting that the antique trade will be seriously harmed.

The CITES proposals on the table are merely for monitoring to ensure that international trade is not detrimental to the species in the wild, which can hardly be considered an unwelcome goal. There is no question of a CITES ban and never has been.

Moreover, it is highly likely that "worked" timber and wood (and therefore antiques) will be exempted from controls. This is also true of the EC regulation referred to which will

in any case not affect trade within the EC but only re-exports.

Although the demand for mahogany for fine furniture in the 18th and 19th centuries was a significant cause of forest destruction in the New World, CITES listing need not cause antique owners and dealers to worry about their own future. What many CITES member governments and non-government organisations are trying to do here in Kyoto is to ensure that the present timber trade is going to leave behind healthy forests instead of just expensive furniture.

Yours faithfully,
MIKE READ (Fauna and
Flora Preservation Society),
SIMON LYSTER (World
Wide Fund for Nature),
8th Meeting of the Conference
of the Parties to CITES,
Kyoto International
Conference Hall,
Kyoto, Japan,
March 9.

Labour would sign EC social chapter

A Labour government would sign the social chapter of the Maastricht treaty, according to the party's new European Commission spokesman, George Robertson. He said yesterday that Labour would support the social chapter, which would give workers the right to join trade unions and to bargain collectively. Robertson said that Labour would also support the treaty's provisions on the environment and on the rights of women.

Major sends Thatcher roses

John Major sent a sprig of holly to Mrs Margaret Thatcher yesterday to mark the 10th anniversary of her election as prime minister.

Tory MP may be independent

Mr John Grieve, a Tory MP, has announced that he will be an independent member of parliament.

Helicopter to help count

A helicopter will be used to help count the votes in the upcoming election.

Health posts

Health posts will be set up in various areas to provide medical assistance.

the chop

The chop will be served at the upcoming event.

OBITUARIES

RED CALLENDER

Red Callender, jazz bassist and tuba player, died in Los Angeles on March 8 aged 76. He was born in Haynesville, Virginia, on March 6, 1916.

ALTHOUGH he did not achieve the eminence in the jazz world of his precocious pupil, Charles Mingus, Red Callender nevertheless made his own contribution to the language of the jazz bass. Indeed, his penetrating pizzicato was one of the formative influences on Mingus in his early days; the pupil simply absorbed what the master had to offer and strode on to surpass him. That said, Callender was not a man to present the fact that he had placed his own talent at the service of a genius whose subsequent achievements were to eclipse his own.

He had no need to be. He made his mark as a bassist accompanying Art Tatum and Nat King Cole; was highly regarded among his peers and his "rescue" of the tuba as a jazz instrument has its own niche in the history of the genre. Callender was versatile and technically as good as any.

In small groups or in session work with names such as Louis Armstrong at one end through Charlie Parker to Stevie Wonder at the other, he was a presence which always commanded respect. He had a number of popular successes and his hit song, "Primrose Lane", written in 1959, was used as the theme tune for the Henry Fonda show, *Smith Family*.

Although a Virginia-born, George Sylvester Callender was brought up in Bordentown, New Jersey, where his family had moved when he was a boy. There he studied the alto saxophone, tuba and bass as well as taking lessons in harmony. While still at high school he joined Barjo Barne in Atlantic City and was soon launched on a career which took him to the West Coast while he was still in his teens.

In 1936 he joined Buck Clayton's Harlem Gentlemen and in the following year,

having been spotted by Louis Armstrong, began an association with him which lasted for a number of years. With Armstrong he appeared in the film *New Orleans* (1945), whose somewhat corny (and manifestly low-budget) account of the "birth of jazz" is lifted by the sheer quality of the assembly of musicians who took part. Many of these, such as Kid Ory, Barney Bigard and Zutty Singleton, were legendary figures from a generation before that of Callender and the experience of playing in such hallowed company was not lost on him.

Other musicians with whom he played, during the period 1936-47 included Lester Young, Erroll Garner, Johnny Otis, and Nat King Cole, and he led his own trio from 1944 to 1946. He also recorded with Charlie Parker and in 1955-56 with Art Tatum on the pianist's last albums. Callender had two spells in Hawaii in the late Forties where he, again, led his own band.

Until that point his career had been on the bass. But from the Fifties onwards he concentrated, also on the tuba, helping to transform this instrument's function, from being simply the keeper of the beat in New Orleans marching bands, into the infinitely more subtle one featured in the ambitious modern jazz arrangements of Stan Kenton. Besides playing on records by Kenton, Art Pepper, Billy May, Pearl Bailey and Ray Charles, he also produced his own album, *Red Callender Speaks Low*, in 1957. In 1959 Callender made his first appearance at the Monterey jazz festival and was back there five years later with Thelma Houston and his old pupil, Mingus.

Throughout the 1960s and 1970s he was in regular employment as a television staff musician in the Carol Burnett, Sammy Davis and Flip Wilson show orchestras and among his other films were *St Louis Blues* (1958) the story of W. C. Handy which featured Nat King Cole, Eartha Kitt, Pearl Bailey and Ella Fitzgerald.

Professor George Lennox Shackle, economist, died in Aldeburgh on March 3 aged 88. He was born in Cambridge on July 14, 1903.

IN HIS autobiographical note *A Student's Pilgrimage* George Shackle observed that "... the economist needs to be a great enjoyer of ideas and a compeer of their means of expression, a daring sculptor of argument, an eclectic and sometimes an heresiarch." The work of Shackle demonstrates his enthusiasm for the ideas of economics: it reveals the mastery he had for the means of expression available to him. He produced some of the finest prose in modern economics; it reveals a daring and original sculptor of ideas, an eclectic and ultimately a heresiarch. Shackle was an economist par excellence.

Although a life entrant to the world of academic economics, having originally worked in a bank and then as a schoolmaster, Shackle made a major contribution to the literature of the subject, writing 37 books, contributing to 38 other books, and producing, almost, 150 papers, review articles and reviews in a career lasting nearly 60 years. This output, although focused on the key issue for Shackle of decision making under conditions of uncertainty, encompassed a wide range of topics and concerns. For example his book *The Years of High Theory: invention and tradition in economic thought, 1929-1939* (1967) represents a compelling study into the growth of knowledge.

While still working as a schoolmaster Shackle acquired an external degree from London University in 1931. He published his first article - *Some notes on monetary theories of the trade cycle* - in 1933. The receipt of a Leverhulme Research Scholarship allowed him to



enter the London School of Economics in 1935, where his supervisor was Friedrich Hayek. His PhD was awarded in 1937 and published in 1938 entitled *Expectations, Investment and Income*.

During a period at Oxford University Institute of Statistics as research assistant to Henry Phelps Brown he completed the research for a DPhil, which was awarded in 1940. Shackle was appointed to a post at St Andrews in 1939, but the outbreak of the second world war saw him enter government service, initially at the Admiralty and then the Cabinet Office as a member of Churchill's statistical branch. At the end of the war he remained in government service as a member of

free will and non-determinism at the centre of economic analysis. This philosophical stance meant that Shackle was highly critical of the attempts to make economics a precise, rigorous and tidy science. In developing his own theory of decision under conditions of uncertainty Shackle was increasingly a heresiarch.

In 1950 Shackle returned to academic economics when appointed reader in economic theory at the University of Leeds. In 1951 he was appointed to the Brunner chair of economic science at the University of Liverpool, where he stayed until his retirement in 1969, when he was awarded the title of emeritus professor. During his stay at Liverpool he was a member of the council of the Royal Economic Society from 1955-1969. F. de Vries lecturer in 1957, visiting professor at Columbia University in 1957-58, president of Science in 1966 and visiting professor at the University of Pittsburgh in 1967. In the same year he was elected a fellow of the British Academy.

In retirement Shackle continued to contribute to the literature of economics, further developing his subjective theory, and his critical responses to the methods of mainstream economics. During the 1970s he produced four new books, while in the 1980s there appeared a series of journal articles, subsequently published in 1988 as *Business, Time and Thought*. During his retirement there were clear signs that the various streams of thought in Shackle's analysis were influencing a new cohort of economists.

George Shackle married first, in 1939, Gertrude Courtney Susan Rowe, who died in 1978. They had two sons and two daughters, one of whom is deceased. He married, in 1979, Catherine Squary Gilb.

BARBARA RODGERS

Barbara Rodgers, OBE, former reader in social administration in the University of Manchester, died on February 28 aged 79. She was born in Wilmsham, Cheshire, on December 24, 1912.

BARBARA Rodgers made a significant contribution to the creation and development of the academic study of social policy and administration. At Manchester University from 1943 until her retirement in 1973, she rose from special lecturer (part-time) to reader, becoming in the course of her career, one of those staff members familiar to all academics, who, while never holding professorial status, keep departments functioning efficiently by means of their driving force and administrative skill.

Her influence was exerted, through enthusiastic teaching and personal contact, on generations of students and younger university teachers. The subsequent careers of Manchester students in social work and other caring professions was one of her special interests. Her reputation became firmly established beyond Manchester, particularly in



the subject areas of social security and the comparative study of social policies. Outside the strictly academic she served on wages councils and on the Supplementary Benefits Commission from 1966 to 1976.

In 1975 she was appointed OBE for her work on the commission. Throughout her university teaching career and afterwards, she was actively involved with local voluntary organisations concerned with social care, holding that such involvement with the practical effects of policy was required of its academic exponents.

Barbara Rodgers was the second daughter of a Wilmsham solicitor. Educated at Wycombe Abbey and Somerville College, Oxford (where she read Modern Greats), she spent the 1930s travelling and working in Europe and becoming immersed in voluntary social work activities in Manchester and Salford, learning at first hand about the lives, problems and poverty experienced by the families of dockers and others in an industrial city.

In 1939 she was appointed jointly by Manchester University and Manchester and Salford Council of Social Service as a practical work tutor and special lecturer - a pioneer post which she proceeded to develop with her usual energy and imaginative intelligence. She then joined the staff of the university in 1943. In the department of social administration she met and in 1950 married Brian Rodgers. He died in 1987.

Barbara Rodgers' interest in the comparative international study of social policy and administration formed the core of her teaching and research. Criticised by some as lacking a strong theoretical perspective, she described her

TONY ABBOTT

Anthony Abbott, MC, RDI, television and stage designer and former senior designer at the BBC, died on March 10 aged 68. He was born on August 23, 1923.

TONY Abbott was for more than 30 years one of the foremost scenic designers in British television. For over three decades his colleagues in design took strength and example from his vivid talent and innovation. Today's designers remember gratefully his huge influence on the small screen.

The son of Colonel Albert Leigh Abbott, Anthony Cecil Abbott was educated at Dulwich College. After the war, during which he served as a captain in the Royal Engineers and won the MC, he studied at the Architectural Association, qualifying ARIBA, and worked for the architects' department of the London County Council for five years.

Then in 1952 he went to the Middle East to take part in the special commission to design "a new Kuwait". Two years later he decided that television and theatre design were to be his life and he joined the rapidly expanding BBC Television Service.

There was no ambition for the new medium hummed with vitality and enthusiasm. Television drama, until then too often dismissed as a poor relation of stage and cinema, began to establish itself as a separate art.

Tony Abbott's contribution to the quality of design in those formative years cannot be overestimated. He was surrounded by a band of talented colleagues who set out together to change the whole face and importance of television design. He formed his own group within the design department and at once established it as a centre of innovation and excellence. Don Taylor, a member of that original group, remembers: "Anyone who worked with him was immediately improved and increased by his personality. He was a wonderful colleague - he encouraged you, advised you, and then let you get on with your own thing."

The rapidly expanding television service could scarcely keep up with the ambitious demands of designers and directors. Money and resources were short and were doled out grudgingly. But Abbott knew precisely how to get the most, and the best, out of the bureaucracy. His affectionate nickname - Foxy - was partly derived from his uncanny ability to "milk" the system, and obtain what he wanted for himself and his colleagues.

From the first he got his head down and devoted himself to one purpose only - good television design. He was determined to make it a major part of drama production,

not just convenient bits of scenery behind the actors to prevent you seeing the studio walls.

In his early years Foxy Abbott, like all designers, had to do anything and everything, from talking heads to Benny Hill, from quiz shows to the *Billy Cotton Show*. But he rapidly established himself as an expert in opera and drama, and he was soon constantly in demand by directors and producers. He designed many operas for television: *Rigoletto*, *Faust*, *La Bohème*, *Otello*, and a memorable *Billy Budd*. The list of his drama designs reads like a litany of the best of all those early years: *The Brothers Karamazov*, *Out of the Unknown*, *The Idiot*, *Ross, Richard II*, *Rembrandt*... He received many television awards, amongst them the Designer of the Year Award for *The Idiot* (1964) and *Billy Budd* (1966) plus the Pye Award for the Production of the Year for *Otello*.

He also made excursions into the London theatre, especially for John Osborne's plays and his credits included *Hotel in Amsterdam*, *Time Present, Look Back in Anger* (revival) and *The Entertainer*.

He had his own residence. There was no ambition for the new medium hummed with vitality and enthusiasm. Television drama, until then too often dismissed as a poor relation of stage and cinema, began to establish itself as a separate art.

Abbott was neat and immaculate in the everyday things of life, but in design he could be completely unconventional. The director arrived at the studio in record time, the final episode of *Crime and Punishment*, only to find that there was no set for the important denouement scene between Raskolnikov and the police officer. Asked what had happened to his vital set, Tony pointed to an untidy heap of scenery in the corner of the studio. "That's your set," he said. "You show me where you're going to put your cameras, I'll fit it round them."

Generations of designers will remember Foxy, not just for his special talent, but for his generosity. He would spend endless time advising and helping his fellow designers. He was deeply admired and loved, not just by his colleagues in design, but by all who worked with him.

March 12 ON THIS DAY 1974

Manila, March 11 - Lieutenant Onoda today received a full pardon from President Marcos of the Philippines.

He was flown 75 miles from Labang Island to Manila and issued a statement as President Marcos, who had fought against the Japanese, welcomed him back into civilization.

"I have given complete and full pardon to Lieutenant Onoda for whatever violations he might have committed during the war until his surrender to military authorities last night," the President declared. Emperor Hirohito issued a statement in Tokyo, saying he was happy to learn of the lieutenant's rescue and expressing thanks to the Philippine authorities.

From Peter Hazelhurst, Tokyo, March 11

A former lieutenant in the Japanese Imperial Army, who has been hiding in the jungles of the Philippines since the Second World War, will be given a hero's welcome when he returns to Tokyo tomorrow.

Lieutenant Hiroo Onoda, aged 52, came out of hiding yesterday after his former superior officer ordered him to surrender. A former intelligence officer, he remained in hiding in the jungle for 29 years after his war time commander instructed him to carry on fighting even if the Japanese Army was destroyed.

His futile gesture since the end of the Pacific war comes as a reminder that Japan's traditions of the past, the samurai warrior's sense of honour, still persists today.

When Lieutenant Onoda walks back into the present he will probably be shocked to find the constitution of a democratic Japan specifically prohibits old militaristic attitudes.

In the meantime Japan has been enthralled by the love vigil and the rescue of a man who put duty above everything else.

While obviously admiring the old soldier's sense of duty, the Japanese have received the news of his return with mixed reactions. The older generation points to the discipline of the past with pride, but postwar writers are using the lieutenant as an example to remind the country of the danger of a narrow military education.

Thousands of Japanese crowded around newspaper offices in Tokyo today to see pictures of Lieutenant Onoda, who emerged from the jungle in a self-made military outfit.

Latest wills

Dr Leonard Selwyn Tait, of Sheffield, South Yorkshire, consultant paediatrician, left estate valued at £132,123 net.

Mr Frederick Alfred Kimbrey, of Bramley, Hampshire, left estate valued at £547,031 net. He left £60,000 and his car to the personal legatees, £50,000 to the Salvation Army and the residue equally between the Basingstoke Hospice Appeal, Cancer Research Campaign and the RSPCA.

Other estates include (net, before tax paid):

Mr James Clover, of Streely, West Midlands, £1,460,555.

Mr Thomas John Holdaway, of Bath, Avon, £1,533,603.

Mr Thomas Philip Kirkpatrick, of Rudwick, West Sussex, £627,222.

Mrs Catherine Mary Laidler, of Chesham, Essex, £738,592.

Mr William Phillips, of Newstead upon Tyne, £656,810.

Mr Thomas Thompson, of Leamington, Herts, £704,421.

Mr Jack Wilmet, of Hatherage, Derbyshire, £719,622.

Mr Robert Philip Burrows, of Dorchester, Dorset, £695,622.

Mr Guy Drummond, of Hale Barns, Greater Manchester, £1,458,671.

Lecture: Institution of Mechanical Engineers. Mr Mark Radcliffe, Deputy Director-General of the Confederation of British Industry, presented a lecture held at the Institution of Mechanical Engineers yesterday. Dr Cedi French presided.

Charity Commission

Seeking a new chief

By RUTH GLEDHILL, RELIGION CORRESPONDENT

A NEW chief charity commissioner is being sought to replace Robin Guthrie, the man who has helped make charities fully accountable for the first time in four centuries. The Home Office will begin interviewing soon for the job, one of the most prestigious in the charities field and which ranks as grade three within the civil service.

Mr Guthrie, aged 54, will become director of social and economic affairs at the Council of Europe. In four years with the commission, the supervisory body for 171,000 charities in England and Wales, he has overseen a reorganisation of the commission, the charities register and the progress of the new charities bill in Parliament. The bill will give the commissioners greater powers and clarify the duties of trustees.

The commission has carried out the most comprehensive census of charities ever done, and when the register is up-to-date charities will be required to make annual returns for the first time. Over 740 charities were removed from the register in 1990, the highest number so far.

The commission investigates 500 cases at any one time, ten times the number when Mr Guthrie joined four years ago. Much of his time was spent travelling the country, talking to charities and trustees, as the commission implemented a five-point action plan drawn up in April 1988. Where possible without legislation, Mr Guthrie has implemented the recommendations of Sir Philip Woodfield's 1987 efficiency scrutiny.

The commission wrote to 140,000 charities and six out of ten responded. Mr Guthrie's successor is faced with raising that to 90 per cent, possibly using local voluntary organisations to trace non-responders.

Mr Guthrie, who heads 520 staff, said an accurate register will be an enormous help with investigative work. Over the past four years, staff investigating charities have increased from 14 to 50. Of 303 inquiries in 1990, 81 were substantiated and £7.8 million worth of property was safeguarded. The commission froze 26 charity bank accounts.

Anniversaries

BIRTHS: John Aubrey, antiquary, Flaxley, Wiltshire, 1626; Thomas Arne, composer of "Satanstoe", London, 1709; John Frederic Daniell, chemist, London, 1790; Sir William Perkin, inventor of artificial dyes, London, 1838; Gabriele D'Annunzio, poet, dramatist and Italian nationalist, Pescara, Italy, 1863; W.H.R. Rivers, anthropologist, London, near Chesham, 1864; Kemal Ataturk, president of Turkey, 1881-1938; Salomita, 1881; Vaslav Nijinsky, ballet dancer and choreographer, Kiev, 1890; Jack Kerouac, novelist, Lowell, Massachusetts, 1919.

DEATHS: Saint Gregory, Pope 590-604, Rome, 604; Alessandro Magagnoli, painter, Genoa, 1749; Sun Yat-sen, president of the Republic of China 1911-1925; Peking, 1925; Ivor Kraus, financier, the "match king", committed suicide, Paris, 1932.

The 30mph speed limit was introduced, 1935.

Appointments

Dr Clive Booth, Director of Oxford Polytechnic, to be a member of the Fulbright Commission. The following to be Chairmen of the Ministry of Agriculture, Fisheries and Food's new regional panels, from April 1: Mr Robin Bloomfield (Anglia), Mr Peter Coverdale (North East), Mr John Oyster (South East), Mr David Harper (South Merid), Mr Stuart Hemington (East Midlands), Mr Alan Jackson (North), Mr Robert Lawson (West), Mr Peter Mills (South West), Mrs Anne Williams (North Merid).

Royal Society of Edinburgh

The following have been elected as Fellows of the Royal Society of Edinburgh:

Ordinary fellows: Dr D. B. Brown, Glasgow Univ; Dr C. B. Brown, Glasgow Univ; Dr J. C. Brown, Glasgow Univ; Dr J. D. Brown, Glasgow Univ; Dr J. E. Brown, Glasgow Univ; Dr J. F. Brown, Glasgow Univ; Dr J. G. Brown, Glasgow Univ; Dr J. H. Brown, Glasgow Univ; Dr J. I. Brown, Glasgow Univ; Dr J. J. Brown, Glasgow Univ; Dr J. K. Brown, Glasgow Univ; Dr J. L. Brown, Glasgow Univ; Dr J. M. Brown, Glasgow Univ; Dr J. N. Brown, Glasgow Univ; Dr J. O. Brown, Glasgow Univ; Dr J. P. Brown, Glasgow Univ; Dr J. Q. Brown, Glasgow Univ; Dr J. R. Brown, Glasgow Univ; Dr J. S. Brown, Glasgow Univ; Dr J. T. Brown, Glasgow Univ; Dr J. U. Brown, Glasgow Univ; Dr J. V. Brown, Glasgow Univ; Dr J. W. Brown, Glasgow Univ; Dr J. X. Brown, Glasgow Univ; Dr J. Y. Brown, Glasgow Univ; Dr J. Z. Brown, Glasgow Univ.

Honorary fellows: Dr A. B. Brown, Glasgow Univ; Dr A. C. Brown, Glasgow Univ; Dr A. D. Brown, Glasgow Univ; Dr A. E. Brown, Glasgow Univ; Dr A. F. Brown, Glasgow Univ; Dr A. G. Brown, Glasgow Univ; Dr A. H. Brown, Glasgow Univ; Dr A. I. Brown, Glasgow Univ; Dr A. J. Brown, Glasgow Univ; Dr A. K. Brown, Glasgow Univ; Dr A. L. Brown, Glasgow Univ; Dr A. M. Brown, Glasgow Univ; Dr A. N. Brown, Glasgow Univ; Dr A. O. Brown, Glasgow Univ; Dr A. P. Brown, Glasgow Univ; Dr A. Q. Brown, Glasgow Univ; Dr A. R. Brown, Glasgow Univ; Dr A. S. Brown, Glasgow Univ; Dr A. T. Brown, Glasgow Univ; Dr A. U. Brown, Glasgow Univ; Dr A. V. Brown, Glasgow Univ; Dr A. W. Brown, Glasgow Univ; Dr A. X. Brown, Glasgow Univ; Dr A. Y. Brown, Glasgow Univ; Dr A. Z. Brown, Glasgow Univ.

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Tough new motoring penalties start in July

By MICHAEL DYNES, TRANSPORT CORRESPONDENT

STIFFER penalties for motoring offences ranging from causing death by dangerous driving to driving without insurance will come into effect on July 1, Christopher Chope, the roads minister, said yesterday.

Eight new or revised driving offences will be introduced. They are intended to clamp down on bad driving and to ensure that the courts are better able to secure convictions. Mr Chope added that the maximum fines for other categories of offence would be increased from October 1.

The new dangerous driving offences, created by the 1991

Road Traffic Act, will replace the existing reckless driving offence, and introduce a more objective assessment of driver behaviour. The new offences require only that bad driving be demonstrated through its consequences rather than by establishing a driver's intentions.

The offence of causing death by dangerous driving will carry a maximum penalty of five years' imprisonment, a minimum two-year disqualification, mandatory re-taking of the driving test, and an unlimited fine. Failing to report an accident carries a maximum six months' imprisonment, a maximum fine of £5,000 and discretionary disqualification. Driving without insurance can also lead to a £5,000 fine and disqualification.

Road users convicted of causing death by careless driving under the influence of drink or drugs will face a maximum of five years' imprisonment, a minimum two-year disqualification and an unlimited fine. Anyone convicted of causing danger to other road users will face up to seven years' imprisonment and an unlimited fine.

The measures also authorise the widespread use of closed-circuit television to monitor speeding and traffic-light offences. They also enable local authorities to introduce 20mph speed limits outside schools and install traffic calming road humps.

Under the provisions of the 1991 Criminal Justice Act, the five levels of maximum fines for motoring offences will be increased from £50 to £200, £100 to £500, £400 to £1,000, £1,000 to £2,500, and £2,500 to £5,000.

Addressing a road safety conference in Bournemouth, Mr Chope said: "Bad driving puts innocent lives at risk and is intolerable. From July 1 offenders not only face imprisonment and a long driving ban, but also a double-length driving test before they are allowed back on the road."

Malcolm Rifkind, the transport secretary, yesterday launched a survey to discover what motorists want from the national road network.

Bush over the worst in US race

Continued from page 1

because he would be strong in the South and is successfully putting together a coalition of blacks and blue-collar whites, the first Democrat to do so since Robert Kennedy in 1968. Blue-collar white conservatives or the "Reagan Democrats" formed an essential element of the Republicans' last three White House victories.

Fully an eighth of Southern Republican voters on Tuesday said that they would support a Democrat against Mr Bush in November, and in almost every state between a quarter and a third of Republicans voted for Mr Buchanan, but the president insisted yesterday that he would win back their support.

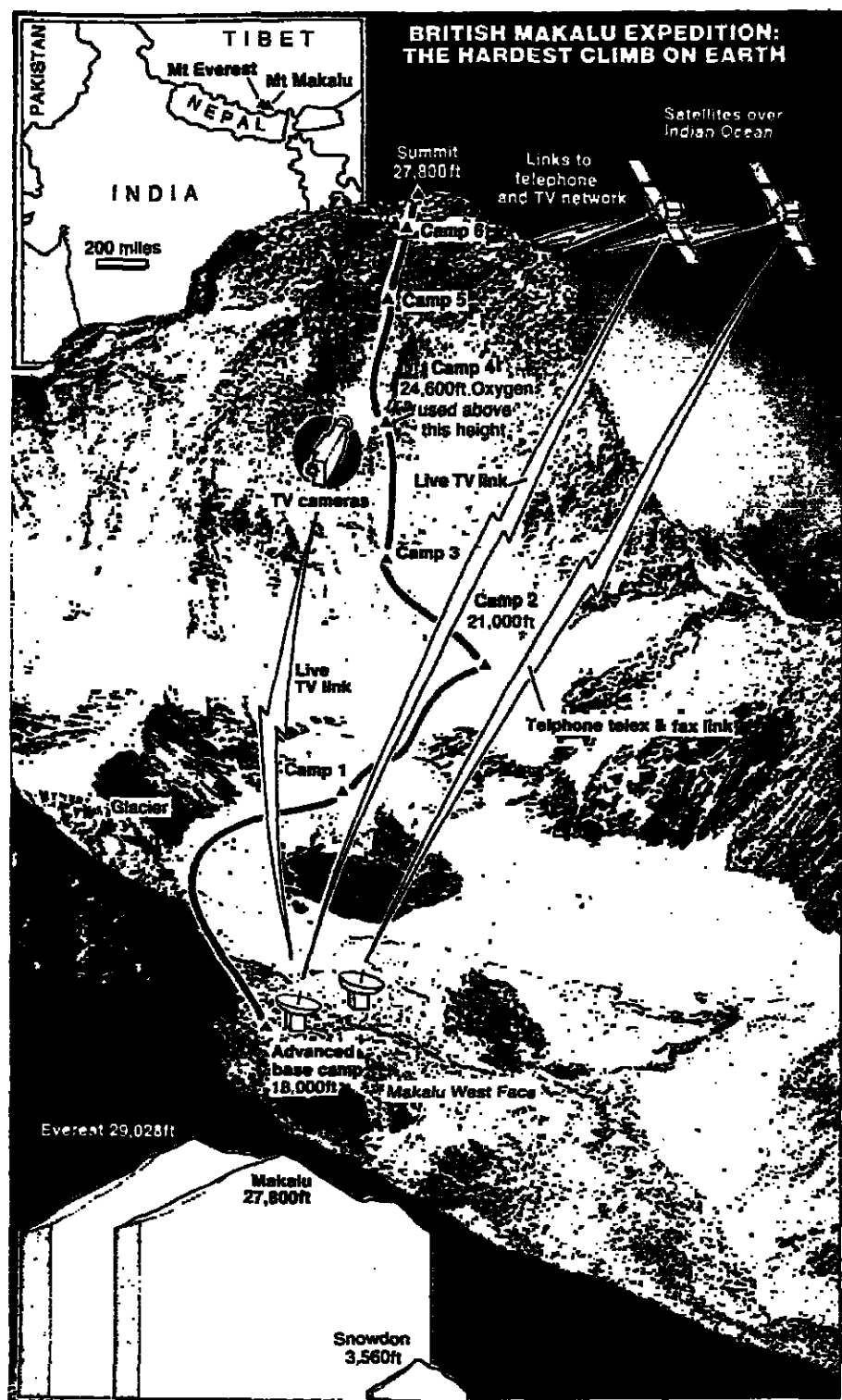
"I will conduct myself in a way that they will be with me in the fall," he said. "I am trying to conduct myself in such a way as to say 'Look, I understand your feelings on this issue or that but we need your support and we need you, and PS - look at the alternatives over there.'"

Mr Bush claimed Super Tuesday voters had opted for his "experience and leadership".

Winners and losers, page 10

Peter Stothard, page 14

Leading article, page 15



Prime minister leaps into the great known

Continued from page 1

camera angle. We waited for the impromptu event, though it was clear that election fever was in the air: you couldn't ask a question without having to tabulate the results. For example, we found that 60 per cent of the waiting press were cold, 30 per cent very cold, and 10 per cent didn't know. It was only a bit of fun, but if repeated nationwide it would mean that several million people were feeling chilly.

Finally, Mr Major emerged, 15 minutes behind schedule, flanked by Chris Patten. Downing St looked like a spotlit film set. "I can

now confirm..." What, what? That there would be an election on April 9. Golly, who would have guessed that? Yes, it was a film set after all, but not for *Yes, Prime Minister*. It was for *Butch Cassidy*, where Butch and Sundance have been pursued by lawmen to the top of a cliff, cornered, with the river far below them offering the only possible escape. Sundance Patten seems reluctant, and finally confesses he cannot swim. Butch Major is baffled by Sundance's fear of drowning. Hell, Butch says, laughing, just before they jump off, the fall will probably kill us.

City jittery as election campaigning opens

Continued from page 1

the election campaign would be the most negative and dirty for many years. He said that the country was facing a "crisis of governability" and that constitutional reform would be at the heart of the election debate. He said Liberal Democrats were looking at a "partnership government" - not a Lib-Lab pact - to bring stability to the country. Mr Ashdown added that the Tories were trapped in a "no man's land" between Thatcherism and "something else". Labour had abandoned its own "haven of socialism"

in favour of an "early 1990s vacuum". An ICM poll conducted among 771 adults for *Today* after the Budget showed little support for the package. More than three quarters felt the Budget did not do enough to revive the economy. In a Gallup poll of 512 adults for *The Daily Telegraph*, 18 per cent said the Budget would increase the likelihood of their voting Tory, and 36 per cent said it would decrease that chance.

Election reports, page 2

Political notebook, page 8

Leading article, page 15

Political sketch

Muted fanfare for Lord Major

Anticlimax is hard to Adescribe. When, decades hence, elderly MPs gather their grandchildren around their knees at the fireside and the infants ask "Grandpa, were you there when Lord Major went to the King?"

"It was the late Queen, then," grandpa will murmur, "and Lord Major was only Mr..." And did the Duke of Edinburgh go too, and what was it like in Parliament that day?

It will be hard for grandpa to remember. Hard to remember the flat feeling about the House of Commons yesterday afternoon, the absence of any sense of occasion. Questions to the secretary of state for trade and industry were hardly the ideal fanfare to the election of the new Prime Minister.

The secretary is dry young Peter Lilley. Though Noel Coward's description of an actress friend - "she looks a very old 13" - is hard to forget, one does sense an intellect there.

His three ministerial sidekicks, cool John Redwood, respectful Timothy Sainsbury and spotty Edward Leigh, are eager lieutenants. But this was the Royal Army Pay Corps, not the SAS: and at lunch at Downing street war had been declared.

The adrenalin helped. Lilley accused Labour's trade and industry front bench of being composed "of a TV producer, a psychiatrist, a social anthropologist, a trade union official and a charity worker". A good start: but what did you do in the election, Grandpa Sainsbury?

It was not easy for Tim Sainsbury, who should be losing his job as a minister, might usefully be pressed into domestic service as a rather superior sort of butler. He managed to accuse Ron Brown (Leith) of "admiring Colonel Gaddafi" - an obscure opening skirmish, but, from Sainsbury, an act of unbridled aggression. And Grandpa Redwood? Normally a studious boy, he yesterday called Labour's would-be industry minister, Joyce Quin, "wild and silly", enormously flattering her.

Edward Leigh is always tilting at the Opposition but is wont to get his lance stuck in the nearest tree. "Come on, come on," he chanted at Labour's front bench, dancing round the dispatch box like an overconfident flyweight.

Gordon Brown, the principal Opposition spokesman, eyed him with cool disregard.

What, then, of the Labour benches? I sensed an irritation that they had let the Chancellor get away with a more lively Budget than he had pretended. Overnight, the City had found defects. Why had they, the Opposition, not had the self-assurance to prick the Chancellor's confidence at the time? Labour MPs had reviewed their own leader's Budget response, lain awake that night and pondered what they would have said. Yesterday some of them told us.

Why hadn't Neil hit the Tories harder, mused Mr Brown to himself? At question 2 came the Gordon Brown Budget response, punching out the dismal Tory record. Why, wondered Douglas Henderson, hadn't Neil said more about manufacturing industry? Yesterday, Mr Henderson's Budget response raised the banner for British metal bashing. The Doug Hoyle Budget response, filled in what Neil had left out about falling investment, the Joyce Quin response chimed in with an argument about the trade deficit.

But what all were awaiting was what the Order Paper promised next: resumption of debate on the Chancellor's statement, the John Smith Budget response. There was a feeling in the air of "show him how it's done, John".

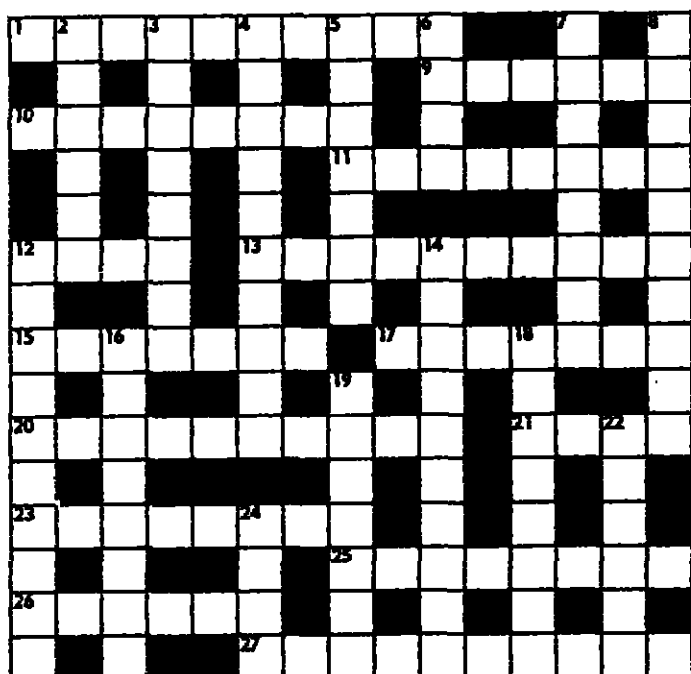
Mr Smith made the latest in his long line of solid speeches. The Tory front bench, led by Mr Lamont, began scurrying round, interrupting and trying to trip him up, whispering and drawing each other's attention to bits of paper on which Smith was alleged to have said in 1985, or whenever, were highlighted in red and green.

Mr Thatcher would not have demeaned herself in this way. It enhances Smith's authority.

Which seldom wavered. It was not a great speech: something, some sense of supreme command, has gone from the shadow chancellor's performance this year. But it was a good speech. As the evening closed in, there was a discernible sense of nerves steadying on the Labour benches.

MATTHEW PARRIS

THE TIMES CROSSWORD PUZZLE NO 18,864



WORD-WATCHING

By Philip Howard

- PALTER**
a. A footstep or groan
b. An early hymn
c. To quibble or lie
- DOGGERY**
a. Malicious behaviour
b. An indoor kitchen of heales
c. Thomas Watson's association
- GERUNDIVE**
a. Graveling
b. Cordy-leaved red salad
c. An adjective made from a verb
- GYRAL**
a. Revolving
b. A library stool
c. The bald-headed vulture

Answers on page 16

AA ROADWATCH

For the latest AA traffic and road works information 24 hours a day, dial 0635 401 followed by the appropriate code

London & SE	
C London (within N & S Crcs)	731
M-ways/roads M4-M1	732
M-ways/roads M1-Dartford T	733
M-ways/roads Dartford T-M23	734
M-ways/roads M23-M4	735
M23 London Orbital only	736
National motorways	737
West Country	738
Wales	739
London & SE	740
East Angles	741
North west England	742
East Angles	743
North east England	744
North west England	745

AA Roadwatch is charged at 36p per minute (cheap rate) and 48p per minute at all other times.

denotes figures are latest available

Clue To paws will give you the best computing to hand

Answer: A.P.S.

Concise Crossword, page 19

Life & Times section

WEATHER

Scotland and Northern Ireland will have sunshine and showers, these heaviest in the north and west and falling as snow in many places, especially on hills. England and Wales will start cloudy with rain, but the colder, showery weather to the north will push south. Showers should reach all but the south-east by late afternoon. Windy, with gales likely in the north and west. Outlook: cold, windy and showery; snow in Scotland and parts of northern England.

ABROAD

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AROUND BRITAIN

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Poultry influx drags down Hilldown

By Gillian Bowditch

AN INFLUX of French chickens into the British market coupled with the lowest prices for poultry since 1983 led to a 5.2 per cent decline in operating profits, to £232 million, last year at Hilldown Holdings, Britain's fourth largest food company.

Chicken prices fell 20 per cent in 1991 and are unlikely to recover completely this year. Since the year end Hilldown has bought the entire poultry interests of Unigate, its main British rival, giving it 21 per cent of the UK poultry market.

Sir Harry Solomon, Hilldown's chairman, is refusing to say how much the group may save by amalgamating the two businesses or how many jobs are likely to go. But the acquisition of Unigate gives Hilldown valuable processing facilities for the European market where specifications differ from the UK.

In 1991, profits from the poultry business fell 55.7 per cent to £26.3 million on sales up 7 per cent to £824 million. Operating margins for poultry fell from 7.7 per cent to 3.2 per cent.

Overall, the group saw pre-tax profits fall 2.3 per cent to £187 million on turnover up 10.5 per cent to £4.66 billion. The interest charge fell 15.8 per cent to £44.9 million.

There was an extraordinary charge of £19.8 million from the loss on discontinued operations less the profit from the sale of Wickes shares.

Fully diluted earnings per share fell 13.5 per cent to 21.1p and the final dividend of 6.6p makes 8.8p for the year, an increase of 10 per cent. The shares rose 6p to 175p and are still below October's rights price of 210p.

The food processing business increased profits by 16.5 per cent to £137 million with salads and sandwiches in the UK performing well. The Canadian business also performed particularly well. Profits from the meat businesses rose 12.3 per cent to £32 million.

Sir Harry said the group planned to dispose of its peripheral businesses and concentrate on food, which accounts for 84 per cent of the group's profits. The furniture division saw profits fall by 9.6 per cent to £15.1 million and housebuilding, property trading and specialist operations saw profits fall by 2.3 per cent to £25.5 million. The housebuilding division is to be floated on the stock market when conditions improve.

The rights issue has reduced the group's gearing ratio from 71.6 per cent to 12.4 per cent.

Vimto pours scorn on recession

Gerry Crowther



Bottle fed: Simon Nichols (left) and Geoffrey Adkin, of JN Nichols, yesterday

By Philip Pangalos

JN NICHOLS (Vimto), the Manchester soft drinks group, has bucked the trend with an 8.5 per cent advance in full-year profits despite the recession and poor weather.

Vimto's "life-enriching" properties are still being largely appreciated by those in the North-West, Scotland and the Midlands, and pre-tax profit increased to £7.71 million (£7.1 million) in the year to end-December.

Simon Nichols, the finance director, said the improvement came despite a 5.6 per cent fall in annual turnover to £47 million, resulting from a shortfall in contract canning work. Turnover in canning, mainly for Coca-Cola, fell almost £6 million. However, group margins improved as higher margin business replaced canning work.

Exports grew 25 per cent to about £5 million, with the majority of overseas sales, mainly in the form of drink concentrates, going to the Middle East and Africa.

Mr Nichols said Cabana Soft Drinks, whose products go mainly to the licensed trade, did well in a difficult market, while Nichols Foods, which supplies ingredients for vending machines, had "a pretty good year".

Shareholders will benefit from a final dividend of 7.7p a share, against 6.7p last time, making an improved total of 12.3p for the year, against 11p previously.

Earnings advanced from 28.5p to 32.6p a share. Interest receivable jumped 86 per cent to £643,000, with year-end cash standing at £6.5 million. Shares in the group, where Geoffrey Adkin is non-executive chairman, rose 9p to 344p.

BUSINESS ROUNDUP

Vice-chairman of Slough Estates leaves

SHARES in Slough Estates, the property group, fell 20p to 177p on the news that Graeme Elliot, its executive vice-chairman, was leaving by "mutual agreement". The market was unsettled by the timing of the announcement, which comes just a fortnight before the company reports its 1991 results. Sir Nigel Mobbs, chairman and chief executive, admitted that Mr Elliot's departure was a boardroom re-orientation, reflecting the decline in the property market.

Mr Elliot joined Slough in 1985 from RTZ. Sir Nigel said lawyers were discussing the terms on which Mr Elliot's rolling, three-year contract, worth about £175,000 a year, would be terminated. The position of vice-chairman will become non-executive and will be filled by Paul Orchard-Lisle, a non-executive director. Derek Wilson, finance director, and Roger Carey, director responsible for UK development, will become joint managing directors.

Everest profits climb

STRONG demand for frozen chips lifted profits at Everest Foods, the specialist food producer and wholesaler, from £1.47 million before tax to £1.78 million in the six months to the end of November. Earnings were 11.7p a share, up from 9.55p. The interim dividend is unchanged at 2.2p a share, as indicated with November's £3.95 million share issue, which coincided with the company's graduation from the Unlisted Securities Market to a full listing. Chip production benefited from the award of large new accounts.

Scholes Group falls

SCHOLES Group, the electrical products concern, is maintaining its interim dividend at 1.6p a share despite a fall in pre-tax profits to £916,000 (£2.25 million) in the six months to end-December. Earnings were 1.7p a share against 3.9p. The decline in taxable profits would have been worse but for a £445,000 saving in interest costs after efforts to cut net borrowings through cash control. Gearing was 22 per cent (56 per cent) and the interest charge was £341,000 (£958,000). Turnover was £29.55 million (£33.94 million).

Rentokil in Japan

RENTOKIL Group is expanding into Japan by paying Wellcome £5.5 million for a 49 per cent share in Nippon Calmic, a Japanese joint venture. Rentokil's partner is Kyoritsu Shoji Co, a veterinary pharmaceutical company. Nippon Calmic made pre-tax profits of 310 million yen (£1.36 million) in the year to end-May. Clive Thompson, Rentokil's chief executive, said the deal represented an "outstanding opportunity to develop environmental services in Japan".

Bullers curbs losses

BULLERS, the giftware manufacturer that recently announced a rescue debt-for-equity swap and disposals as part of a capital reconstruction, reduced full-year losses for 1991. It cut pre-tax losses to £2.56 million (£4.77 million loss). The loss per share is trimmed to 6.48p from 12.72p. Once again, there is no dividend. The company said the recent disposals and capital reconstruction create a climate from which to move forward. Bullers announced the resignation of Brian Schneider as chief executive.

Bayer pegs payout

BAYER, the German chemical company, surprised the markets by leaving its dividend unchanged at DM13, despite a drop in profits. The decision came after BASF and Hoechst, its two German competitors, cut their dividends from DM13 to DM12 on Tuesday. Pre-tax profits at Bayer fell 5 per cent to DM3.2 billion, after falling 18 per cent in 1990. Net profits were down from DM1.9 billion to DM1.85 billion, with sales up from DM41.6 billion to DM 42.4 billion.

Woodchester buys

WOODCHESTER Investments, the Irish financial services group 45 per cent owned by Crédit Lyonnais, has completed its long-expected acquisition of UDT First Southern from Hill Samuel for Ir£23.4 million (£21.9 million). Woodchester had been in negotiations to purchase UDT First Southern, a credit, leasing and banking group, since late last year. The merger between UDT First Southern and Woodchester Bank will make Woodchester Ireland's fourth largest private sector bank.

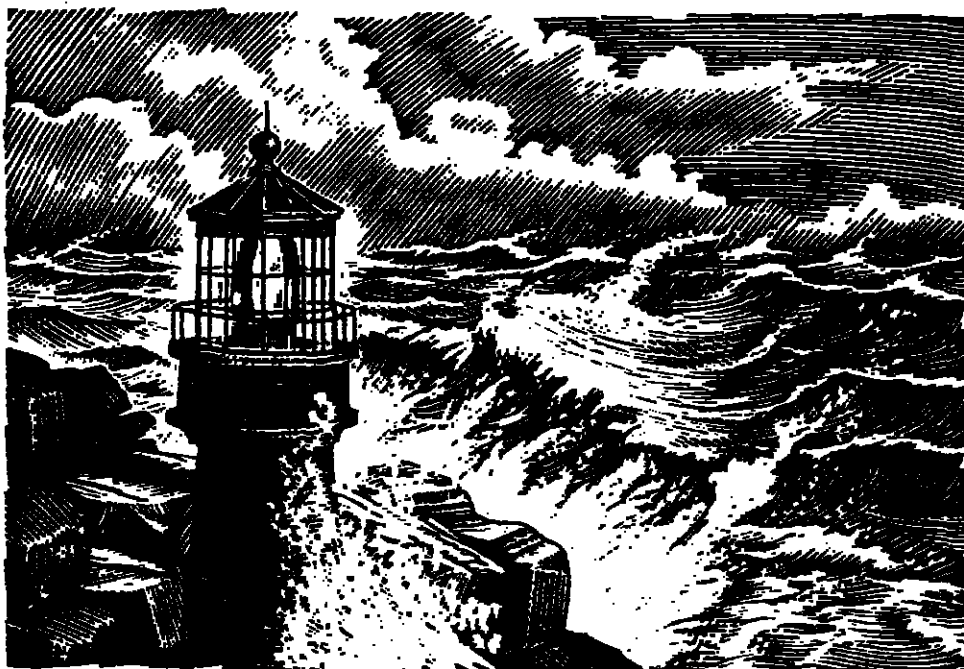
Marling director goes

MARLING Industries, the industrial textile and vehicle body manufacturer, said that Aad van Adrichem was resigning as group operations director to pursue other interests. Peter Held, chairman, said the departure was unrelated to Tuesday's announcement that the company would report a pre-tax loss for the year to end-March (£3.6 million profit). He said a reorganisation of the company meant that Mr van Adrichem's post no longer existed. The shares, which fell 29p on Monday, were unchanged at 67p.

BWD leaps 140%

BWD Securities, the Huddersfield financial services group quoted on the USM, announced pre-tax profits for the year to end-November up more than 140 per cent to £2.07 million. The company said it had benefited from additional revenues created by recent privatisations but had also seen a rise in recurring fee income to £1.2 million (£900,000). Turnover was £10.04 million (£7.85 million). BWD Rensburg, the core stockbroking subsidiary, increased profits. A final dividend of 1.7p (0.75p) makes 3p (1.75p).

As steady as BTR



1991 Year End Results

	1991	1990
Sales	£6,742 m	£6,742 m
Profit before tax	£917 m	£945 m
Earnings per share	31.5p	30.8p
Dividends per share	16.5p	15.75p

BTR

BTR plc, SILVERTOWN HOUSE, VINCENT SQUARE, LONDON SW1P 2PL. TELEPHONE: 071-934 3848
1990 figures have been restated to include corporate activities on a basis comparable with 1991.

Withdrawal costs Willis Corroon £55.9m

By Jonathan Prynn

WILLIS Corroon, the Anglo American insurance broking group, has provided £55.9 million against the cost of withdrawing from its underwriting operations in the UK.

The charge, taken below the line as an extraordinary item, provided for known and future claims and the cost of handling them. The operations of the UK underwriting subsidiary, Sovereign, were wound down last year.

However, the provision was largely offset by tax credits on disposals and the net charge was only £7.8 million. UK underwriting made an operating loss of £5.6 million last year before the decision to withdraw from the sector was made. Overall underwriting profits were £10.5 million, including the contribution from North American insurance subsidiaries.

Group profits before tax for the year to end-December 1991 were £96.1 million, up 18 per cent on 1990. The 1991 figures are the first to include a full year's contribution from Corroon & Black, the American insurer with which Willis Faber merged in 1990. If the 1991 figures are compared with the combined Willis Faber and Corroon & Black results in 1990 on a pro forma basis, pre-tax profits fell 8 per cent.

Earnings per share declined 5 per cent to 15.8p. The dividend is maintained at 13.2p and the group has declared a first interim payment for 1992 of 3.3p.

Brokerage and fee revenue from the core broking and consulting activities rose 7 per cent.

Gas go-ahead

John Wakeham, the energy secretary, has approved construction of two combined-cycle, gas-fired power stations (CCGTs), on the Isle of Grain, Kent, and at Spondon, Derbyshire, with total generating capacity of almost 1,000 megawatts. Two more applications may be approved before a clampdown is imposed on CCGT building.

Half-time loss

Rentaminster, the employment and training services company, reports a pre-tax loss of £545,000 for the six months to end-December (£13,000 profit) and an extraordinary loss of £225,000 on the disposal of property interests. Again, there is no interim dividend.

Founder goes

Michael Hunter chose Budget day to announce his departure from the board of HunterPrint, where he was formerly chairman. Mr Hunter, founder of the company, lost day-to-day control of the company in 1990.

DENMARK

Copenhagen

£367 RTN Star Class

£294 RTN Economy Class

Billund - Jutland

£322 RTN Star Class

£256 RTN Economy Class

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End of British Gas monopoly dashes hopes of price cuts

By ROSS TIERMAN, INDUSTRIAL CORRESPONDENT

HOPES of a cut in household gas prices next month were dashed yesterday after British Gas agreed to surrender its gas monopoly.

Ron Probert, the managing director of gas supply, said British Gas would be bound by a commitment to alter prices by inflation minus 5 per cent. However, dearer gas purchases, which can be passed on under a complex price control formula, would prevent any cut for consumers. Domestic customers could see reductions later in the year if inflation remained low, he added.

Mr Probert's warning on prices followed agreement between British Gas and the Office of Fair Trading on measures to separate the company's gas transmission business and give up all but

40 per cent of the commercial and industrial tariff gas markets.

The deal, struck more than two months later than expected, should see development of real competition to supply all but household and small business customers using less than 25,000 therms of gas a year by 1996. Mr Probert said it was likely to cost British Gas £100 million a year in pre-tax profits.

It will also leave the company under threat of a reference to the monopolies commission for the next four years should it default on undertakings to the OFT.

Even so, a renewed round of skirmishes over prices with Ofgas, the gas industry regulator, and consumer groups seems inevitable.

The transition to competi-

five markets will take place at a time when gas is in short supply because of an unforeseen increase in power station demand. Mr Probert said British Gas would want market demand to determine gas prices.

Ian Powe, director of the Gas Consumers Council, welcomed the outcome, but added: "The key, out unanswered, question is whether British Gas will be allowed to recover lost profits by raising the average price of gas to industry and commerce."

Sir James McKinnon, director general of gas supply, responded: "Not if I can help it." He also reaffirmed the responsibility of British Gas, embodied in the Gas Act 1986, to maintain supplies to customers.

The OFT has been trying to achieve competition in gas supply since it referred British Gas to the MMC in 1987, a year after the company was privatised.

British Gas has been forced to give 27 undertakings to the OFT on measures to achieve a phased market liberalisation. These include the release of 500 million therms of gas to competitors later this year and a similar volume in each of the subsequent two years. In 1995-6, the OFT will oblige British Gas to release 250 million therms. It will also have to separate its entire United Kingdom transmission and distribution business, both financially and physically, from the rest of its activities.

This business, which must stand alone by January 1, 1994, will be closely regulated and will carry gas under contract, both for British Gas and its competitors.

By the mid-Nineties, British Gas's share of commercial and industrial markets, which account for 7 billion therms of its 20 billion therms of UK sales, must be down to 40 per cent. At present, the company has 75 per cent of the firm contract market, but just 25 per cent of the interruptible market.



McKinnon: determined

T&N to cut 1,500 more jobs this year

By MARTIN WALLER

T&N, the diversified engineer that used to be known as Turner & Newall, expects to trim its workforce by another 1,500, or about 4 per cent, during 1992. Colin Hope, the group's chairman, said as many as half the losses would come from its 40 factories across Britain.

The move follows 3,000 job losses last year and is part of a continuing programme of efficiency measures at T&N, which saw pre-tax profits drop from £70.5 million to £49.1 million in the year to end-December.

The company has decided, however, to maintain the dividend, at a cost of £47.4 million on share capital enlarged by last year's rights issue, despite an attributable profit of just £11.1 million. A final payment of 7.25p makes a total of 10.85p.

"We wouldn't be happy with carrying on with uncovered dividends for a long period, or to see the reserves disappear," Mr Hope said. He added that despite some help for the troubled industry in this week's Budget, there was as yet no clear indication of any recovery in the company's markets.

"We are confident that, with the emphasis on continued cost reduction and cash generation, the group will recover strongly as the market improves," Mr Hope said.

Last May, at the time of the rights issue, T&N gave a warning that 2,500 jobs would have to go from the workforce worldwide, about 40 per cent of which is employed in Britain. The event-

Consortium buys BTG for £28m

PETER LILLEY, the trade and industry secretary, has confirmed the sale of British Technology Group to a consortium led by the group's management, the front-runner in exclusive negotiations with the government since last week.

The initial proceeds will be £27.75 million. Future payments to the government will come from an earn-out over the next five years if the business beats revenue targets forecast by BTG management in its business plan, with the government entitled to 60 per cent, less tax, of the amount by which the targets are exceeded.

The deal is expected to be completed by the end of this month.

Tempus, page 22

Halved profits take toll of Simon shares

BY OUR CITY STAFF

SHARES in Simon Engineering fell 35p to 245p in response to a 50 per cent slump in profits for 1991 and a cautious statement on current trading.

The dividend is held at 15.7p a share, with a 10.7p final, but is uncovered by earnings, which fell from 30.4p a share to 12.5p. An extraordinary charge of £6.5 million against closure costs and losses on disposals left the company with an overall deficit of £10.5 million for the year.

Roy Roberts, chairman, said conditions deteriorated in the third and fourth quarters when Simon had expected a recovery, particularly in Britain. Instead, a high level

of quotations failed to translate into orders as projects were deferred. In response, the company restructured businesses serving the construction and process engineering industries.

At the pre-tax level profits fell from £36.5 million to £18.3 million. Operating profits were down from £38.7 million to £26.1 million on turnover reduced from £545 million to £514 million.

Interest charges rose from £2.24 million to £5.92 million. Net borrowings rose by £18.6 million due to acquisitions for cash and the assumption of debts of £10 million associated with Robertson Group, bought in April 1991.

BaE 'sweeteners' enquiry reopened

FROM TOM WALKER IN STRASBOURG

THE European Commission has reopened its enquiry into the £44.4 million of "sweeteners" given to British Aerospace by the government in 1988 to help it take over Rover Group.

The move shows how committed Sir Leon Brittan, the European Community competition commissioner, is to winning the case after it was thrown out by the European Court of Justice last month. It also dispels lingering suspicions that he would delay the commission's decision on Rover to spare the government embarrassment during the election campaign.

Sir Leon's state aid investigators in Brussels have al-

ways maintained that the government helped BaE by allowing it to defer payment for Rover, and that it covered the company's legal and administrative costs in the takeover. When it was originally told of the proposed purchase, the commission limited to £469 million the maximum aid the government could give BaE. Most went in writing off the then loss-making carmaker's debts.

However, the court ruled last month that BaE did not have to repay the money because the commission had exceeded its powers in simply demanding that the government reclaim it. The court said the commission should have allowed BaE the chance to defend itself before the court, and this is now doing.

The commission, in a statement yesterday, said: "This procedure will allow interested parties to submit their comments on the matter, which will be carefully considered before any final decision is taken." It could take up to two years for the case to be completed, but the commission probably feels the time and effort is worthwhile because its legal department's reputation is at stake.

The court has ruled this year that the commission either misused or misinterpreted its powers in three other competition investigations. A British Aerospace spokeswoman said: "Until we have received official notification and seen exactly what it is they are saying we are unable to make an informed comment."

DTI tells Gillette to sell stake

By OUR CITY STAFF

THE Department of Trade and Industry is giving Gillette six months to sell its interest in Wilkinson Sword, its main competitor in the UK.

The trade department said that, despite lengthy negotiations with Gillette, the Office of Fair Trading had been unable to secure satisfactory undertakings that would remedy the adverse effects on competition that the Monopolies and Mergers Commission concluded might be expected from Gillette's involvement in Rembrandt, Wilkinson's parent.

Following the MMC report, published a year ago, Gillette was asked to dispose of its interests as a shareholder and creditor in Swedish Match (now Rembrandt). Gillette became a large shareholder in Rembrandt in March 1990. Gillette is the largest supplier of razors and razor blades to most of the world's major economies.

The DTI now says it will proceed by an order.

Chief resigns

Sinclair Thomson, for six years chief executive of Hepworth, the building materials group, has resigned suddenly because of ill health. His replacement is John Carter, previously managing director of the building products division and a board member since 1988. Hepworth is due to report figures for 1991 in a fortnight's time.

Panel clears Trafalgar

By MARTIN BARROW

TRAFALGAR House has been cleared by the Takeover Panel of misleading shareholders in Davy Corporation in connection with the payment of a second instalment for their shares.

The panel ruled that Trafalgar House had clearly stated that a payment of 45p a share due to investors after the £114 million agreed bid for Davy last June was conditional upon the completion of the Emerald field contract for Midland & Scottish Resources. Completion has been delayed because of a legal wrangle between Trafalgar House and MSR. Although Davy Offshore, now a subsid-

iary of Trafalgar House, completed construction of the Emerald floating production facility in December, delivery of the platform is being delayed because MSR cannot procure a section 10 ship mortgage guarantee from the trade department.

As a result, Trafalgar House is unable to draw upon a £118 million letter of credit with the project's bankers. The letter of credit lapses on June 30. Sir Eric Parker, chief executive of Trafalgar House, has written to Davy shareholders warning that "considerable uncertainties" continue to surround the Emerald project. There are fears

that Davy holders may never receive the remaining £54 million for their shares.

The panel undertook the investigation at the request of former Davy shareholders and after representations by Kleinwort Benson and J Henry Schroder Wagg on behalf of Trafalgar House and Davy.

It has ruled that while Trafalgar House did not breach the Takeover Code, the conglomerate has "a continuing obligation to use all reasonable endeavours" to obtain payment under the Emerald field contract so that former Davy shareholders may receive the second instalment.

UK makes mark in east Germany

By WOLFGANG MUNCHAU, EUROPEAN BUSINESS CORRESPONDENT

BRITAIN will be the largest foreign investor in eastern Germany this year, according to Peter Walker, the man charged by the German *Treuhand* privatisation agency with the task of luring British investors to eastern Germany.

The former Welsh secretary predicts that investment inflows into eastern Germany will peak in the next 18 months, and says many negotiations between British companies and the *Treuhand* agency are proceeding.

In an interview with *The Times*, Mr Walker said British companies regarded investments in east Germany not only on their own merits. "The unique element about the investment inflow is that for the first time it is easy for British investors to invest in Germany, where it has traditionally been difficult to make a takeover," he said, adding that there were presently a lot of negotiations "in the pipeline".

He rejected accusations, frequently levelled against the *Treuhand*, that Ger-

man investors are given preference over foreign buyers. While it was true that German companies were the first to jump on the bandwagon because they regarded eastern Germans as their home territory, there had been a change in perception towards foreign buyers. "There are quite a few managements who prefer a foreign investor than, say, someone who drives up in his car from Stuttgart," he said. The *Treuhand* and the finance ministry agreed on the fact that after 40 years of looking eastward, the presence of foreign investors also helped change eastern Germans' perspective.

Last year, British companies invested DM1.3 billion, making Britain the second largest foreign investor in eastern Germany after France. He said investment would increase substantially this year, though he was reluctant to give an estimate, other than to say that it would be more than French investment.

One of the reasons for Britain's sur-

prising role as the largest foreign investor is the relative absence of American and Japanese companies in the east European market.

The sectors that attract most interest are those in which east German economic activity is particularly strong, such as construction, domestic appliances and the creation of a new infrastructure.

In this sense, the British recession could have a positive impact on investment, in that east Germany is presently the only healthy construction market in Europe.

Birgit Breuel, the *Treuhand's* president, appointed Mr Walker last autumn to his part-time, unpaid job. Mr Walker has appointed several British executives to the *Treuhand's* British advisory council, among them Sir Christopher Harding, outgoing chairman of British Nuclear Fuels, in the hope of enticing more British companies into eastern Germany.



Progress on provisions: Rodney Galpin, yesterday, who reported growing enthusiasm among his staff

Standard Chartered advances

STANDARD Chartered, the international banking group, continued to recover last year, with a 37 per cent rise in pre-tax profits to £205 million.

Rodney Galpin, the chairman, said the bank had made considerable progress in a difficult year and that confidence and enthusiasm had grown among the employees.

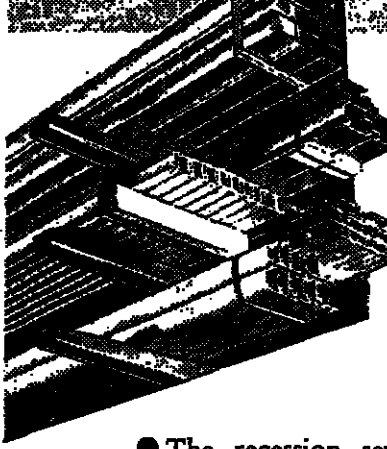
The largest improvement came from operations in the Far East, where trading profits rose a fifth to £194 million. However, in Britain, a loss of £46 million, after a £19 million profit in 1990, followed had debt provisions of £130 million. These included an estimated £60 million set aside for Brent Walker. Overall, group provisions fell 9 per cent to £159 million.

Earnings more than trebled from 13p to 44.3p a share as the bank's tax charge fell. The final dividend rises 73 per cent to 13p for an unchanged total of 20p for the year.

Tempus, page 23

CONSUMER PRODUCTS · PLASTICS · METALS · ENGINEERING · BUILDING PRODUCTS

GLYNWED INTERNATIONAL



Results for 1991

	1991	1990
Turnover	£949.9m	£1099.8m
Operating Profit	£40.9m	£87.8m
Pre-tax Profit	£25.5m	£70.3m
Earnings per Share	8.43p	23.38p
Dividend per Share	11.65p	11.65p

- The recession severely affected Glynwed throughout 1991, reducing Group turnover by 14% and operating profit by 53%.
- Extensive action to reduce costs and eliminate losses resulted in an increase in second half pre-tax profits of 45%, compared with the first half.
- The second half improvement was particularly marked in consumer and home improvement products, with Flavel-Leisure (cookers and fires), Aga-Rayburn (cooking ranges) and Leisure (sinks) all gaining ground.
- Steels held their own extremely well in the highly competitive worldwide steel industry, despite difficult markets.
- Copper tube production will benefit from the move to single site operation following a 30% decline in the UK market to the lowest level since 1981.

- Metal Services was affected by the steep fall in aluminium and stainless steel prices, but increased its market share.
- Plastics accounted for nearly half of Group trading profit, further vindicating the strategy in this area, and 1991 saw new products launched and marketing initiatives taken.
- Another successful year was enjoyed by the UK businesses of the Engineering sub-division.

"I believe that the beneficial effects of the actions already taken should ensure that profitability in 1992, particularly in the second half of the year will be appreciably better than in 1991, although, obviously there are well-known uncertainties which affect our, and many other, businesses".

GARETH DAVIES
Chairman & Chief Executive — 10 March 1992

Glynwed International plc

The 1991 Report and Accounts will be posted to shareholders in mid-May. For a copy please write to the Group Secretary, Glynwed International plc, Headland House, New Coventry Road, Sheldon, Birmingham B26 3AZ

CONSUMER PRODUCTS · PLASTICS · METALS · ENGINEERING · BUILDING PRODUCTS

TEMPUS

Hawker helps BTR to dispel doubts

THE concerns that have damaged BTR's investment rating in recent months are dispelled now that 1991 results are in the open. Year-end results show pre-tax profits of £917 million (£945 million) and an upward nudge in the final dividend to 9p (8.75p), making 16.5p (15.75p) a share for the year.

Hawker Siddeley, for which BTR paid £1.5 billion last November, is, to the market's relief, fast being tailored into BTR's ways. He made an initial pre-tax profit contribution in the mid £20 millions, and there is much more to come. A year hence, and Hawker Siddeley will be accounting for a significant part of BTR's profits profile.

The market had also feared that profits from 61-per-cent-owned BTR Nylax, in Australia, would be dreadful — and dreadful they were. Yet despite the Nylax drag, BTR contained its overall 1991 profits decline to a modest 2.96 per cent.

Alan Jackson, the chief executive from whom the market expects so much, has completed his first year as BTR's most visible executive. Yesterday, he convinced even the sceptics that he is in robust health, which should debunk suggestions that he is packing his bags and making his way back to Australia.

BTR's priority in 1992, while waiting for world markets to improve, is to clip gearing from the December 31 level of 89 per cent, more than twice the previous 41 per cent level, largely as a result of taking over Hawker. Interest cover, meanwhile, remains a satisfactory 8.3 times, and a reduction in BTR's absolute gearing level should not prove that difficult. Further asset sales, complemented by strong

cash flow, should see gearing starting to tilt down again by the interim stage.

Cost efficiencies from a workforce that has been trimmed by 10,700 are not yet as evident as might have been hoped, because trading volumes have generally been weak. But BTR should feel several positive kicks from Norman Lamont's Budget: the group also stands to benefit from the prod by the Australian prime minister to his economy; and President Bush is likely to stoke America's economy in his election year, from which BTR would also benefit.

Pre-tax profits could rebound to £950 million this year, and advance to £1.13 billion in 1993. At 390p, down 10p on election news, the shares, on 13.6 times 1992 earnings and 11.5 times 1993 profit hopes, have a new breed of fans.

T&N

MARKET-MAKERS who sent shares in T&N sharply higher in early trading after the dividend was maintained had good reason to reconsider later, and the shares slipped back to end 4½p higher at 124p. The payment, largely forced on the company by promises at the time of the £119 million rights issue, in May 1991, was uncovered and the company's reserves were trimmed a quarter.

The shares are on an 11.7 per cent running yield, and the market's assumption is that this year's payment will have to be cut despite optimism from Colin Hope, the aptly-named chairman, that by March 1993 the speed of the upturn or the prospects for the following year might allow a maintained payment.

T&N saw pre-tax profits



Optimistic: Colin Hope, the chairman, wants to maintain payment next year

slip from £70.5 million to £49.1 million in 1991, a creditable performance given the depth of the recession in motors and the company's need for strong capital and research and development spending. That investment is paying off in gained market share, and in Germany especially, T&N reckons to have easily outpaced the competition in terms of cost efficiency.

The year's profits were ahead of market forecasts not least because of a strong second half in Zimbabwe, helped by a weaker local currency. This year John

Lawson, of Nomura Research Institute, is looking for £63 million pre-tax.

The rights shares were priced at 140p, while T&N shares have fallen from nearly £2 a year ago. The company is well-placed to take immediate advantage of an upturn, but any improvement in the share price may have to wait.

Standard Chartered

STANDARD Chartered would be banking in the Rising Sun but for a half and

chain made of British steel. The bank's 1991 figures again showed admirable growth in the Far East, but were blighted by heavy bad debt provisions in Britain. Standard has assets of £7.95 billion in Europe, a third of the total, but they accounted for provisions of £130 million, more than 80 per cent of the overall charge.

Nevertheless, Standard's figures show that its recovery is well under way. Pre-tax profits rose 37 per cent to £205 million and earnings per share jumped 240 per cent to 44p as its appalling tax problems eased.

Standard's recovery contrasts with the deepening gloom surrounding domestic institutions. The bank owes much of its success to strong economic growth in the Far East, but also to the improvements in cost control and asset quality fostered by Rodney Galpin, the chairman, who came from the Bank of England in 1988. Problems remain, like the cost growth in Hong Kong, but central management has much more control of the international operations than four years ago.

The bank's strategy is to transform itself into an international financial services business specialising in low-risk foreign currency and trade finance business. Lending and full service banking is being restricted to areas where it has a powerful high street presence.

While this vision appears to be working, the bank is dogged by difficulties in the developed world. The operations in Britain, America and Australia lost £66.8 million mainly because of provisions, particularly Brent Walker. Together these nearly wiped out all the profits from the Middle East, South Asia and Africa. Provisions may have peaked, but income could be depressed by uncollected interest income for some time.

Bad debts are likely to fall in the current year and help to boost profits to £260 million. With the shares priced at 460p, this would imply a p/e ratio of seven, and a yield of 6.4 per cent on the current 20p dividend.

The shares have more than doubled from their low point in early 1991, and investors should consider taking profits and switching into more promising recovery prospects like Midland and National Westminster banks.

Tokyo shares drop to lowest for 17 months

Tokyo — Prices slumped in nervous trading and the Nikkei index finished at its lowest close since October 1, 1990. The Nikkei dropped 262.45 points, or 1.26 per cent, to 20,592.14. Arbitrage selling and the weaker yen eroded prices. One Japanese broker said: "There are just no buyers around. People are worried about the yen's fragility and also keeping a nervous eye on Friday's settlement (of March futures)."

The Nikkei opened at its high for the day and then began sliding on futures-linked selling and fears that the weaker yen could delay long-expected cut in the official discount rate.

The index reached a low of 20,567.59 — 287 points be-

low Tuesday's close — and then drifted aimlessly, amid a lack of buying incentives, with some light support from bargain-hunters.

Brokers said the news that Tokyo Department Store had initiated legal action against Daiwa Securities in a dispute about securities dealing adversely affected the broking sector.

Turnover was about 250 million shares, compared with 231 million on Tuesday. The main falls were the broking, railway/bus, non-life insurance, communications, electrical, pharmaceuticals, credit/lease, banking, precision instrument and warehouse sectors.

The only rises were the mining and oil sectors. (Reuters)

US blue chips drift down in early trade

New York — Blue chips were mildly lower in mid-morning. Trading was directionless and choppy as investors lacked incentive to buy or sell while awaiting economic data due later in the week, analysts said.

The Dow Jones industrial

average slipped 0.99 of a point to 3,230.

□ Hong Kong — Shares

closed above 5,000 for the first time in hectic trading, propelled by the 83 per cent growth in 1991 earnings announced by HSBC Holdings after the close on Tuesday. The Hang Seng index soared 87.01 points, or 1.77 per cent, to 5,005.96, while turnover swelled to HK\$3.21 billion (£240 million) from Tuesday's HK\$1.69 billion.

□ Frankfurt — News that

Bayer, the chemical group,

had held its 1991 payout at DM13 briefly boosted Bayer shares but failed to stop the market's fall. The Dax index closed at 1,743.42, down 7.12 points. Bayer jumped DM3 to a day's high of DM294.50. It then slipped to DM294, a decline of DM1.20 on the day.

□ Sydney — Shares gave up some of their gains, but still closed slightly higher on light demand in thin trading. The all-ordinaries index was up 3.8 points to 1,609.1.

□ Singapore — Prices closed generally higher on some buying interest, but trading was thin with most investors on the sidelines waiting for fresh factors, brokers said. The Straits Times industrial index rose to 1,447.67, up 15.00 points from Tuesday's close. (Reuters)

STOCK MARKET

Index loses 52 points after rate cut blow

THE City was still annoyed with the Chancellor because of his failure to complement his Budget with a cut in interest rates and it is now worried about the outcome of the general election. As a result, gilt fell sharply and share prices suffered their biggest one-day fall since Red Monday on August 19, when the index fell 80 points.

Both dealers and investors are now resigned to a nervous Adam Quinton, at UBS Phillips & Drew, has downgraded his forecast for BT, off 3p at 332p. He expects the group to make provisions to cover the cost of its redundancy programme. Mr Quinton has cut £450 million from his forecast for the year to the end of this month, reducing it to £2.65 billion.

month for financial markets in the run-up to the poll. Economists are agreed that Mr Lamont's decision to increase the public sector borrowing requirement for 1992-93 to £28 billion has effectively snuffed any remaining chance for the government to cut rates.

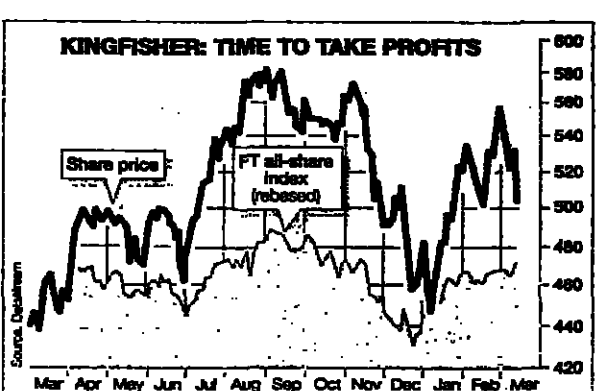
Meanwhile, dealers fear a hung Parliament could mean more trouble for the economy, resulting in months of

uncertainty. Government securities extended Tuesday's late falls of £½ by more than £1 at the longer end as worries about the government's funding programme continued to make themselves felt.

Equities also suffered a hefty markdown as the market makers went on the defensive in order to protect their book positions. The fall was accelerated in late trading by reports of the publication soon of an opinion poll, conducted after the Budget, showing the Labour party's lead increasing. But there was little evidence of selling with conditions described as light. By the close, only 554 million shares had changed hands.

The FT-SE 100 index suffered an opening fall of 18 points and then drifted for the rest of the day. The index closed 52.4 points lower at 2,522.4, with Wall Street coming in lower, and so wiped out the gains of the previous couple of days. Brokers are only too aware that, with interest rates remaining high and the government set to swamp the market with gilt-edged stock to fund its borrowings, the competition to attract investors' money will intensify.

There was little evidence of any follow-through in those sectors that were deemed to



have benefited from the Chancellor's package.

The motor distributors, which enjoyed a sharp markup on Tuesday after car tax was halved to 5 per cent, gave up some gains. There were falls for Appleyard Group, 1p to 105p, T Cowie, 6p to 142p, European Motor Holdings, 1p to 131p, William Jacks, 3p to 27p, Lex Service, 6p to 238p, Pendragon, 1p to 195p and Reg Vardy, 1p to 152p. The exceptions were Alexander Holdings, up 1p at 23p, Caffyns, 6p up at 361p, Davenport Vernon, 6p dearer at 123p and Sanderson Murray & Elder, 2p stronger at 53p.

The drinks companies were also left looking flat in the wake of the inflation-linked

rises in excise duty. Bass lost 20p at 553p, Boddington 1p at 189p, Grand Metropolitan at 22p at 912p, Scottish & Newcastle 3p at 458p, Vaux Group 3p at 194p, Whitebread A 11p at 432p, Guinness 22p at 603p, and Highland Distilleries 3p at 302p.

Allied-Lyons fell 15p to 634p after further consideration of the referral to the monopolies commission of the proposed brewing link-up with Carlsberg.

The reduced betting levy made little impression on Ladbroke, 8½p lower at 237p. The tobacco companies retreated, worried about increased pressure on sales with falls in Rothmans International, 18p cheaper at £10.50 and Hanson, estimat-

ed to hold 25 per cent of the British tobacco market, losing 4½p at 219½p.

The uncertain political outlook upset the privatised companies, some of whom face the threat of renationalisation under a Labour government. The water companies suffered with losses in Anglian, 12p to 355p, Northumbria, 9p to 383p, North West, 16p to 364p, Severn Trent, 15p to 341p, Southern, 7p to 334p, South West, 8p to 358p, Thames, 13p to 361p, Welsh, 11p to 383p, Wessex, 10p to 394p, and Yorkshire, 6p to 382p.

There was little joy for the electricity distributors, with Eastern down 10p to 246p, East Midlands 7p to 257p, London 11p to 274p, Manweb 6p to 319p, Midlands 12p to 266p, Northern 10p to 267p, Norwest 11p to 284p, Seaboard 1p to 274p, Southern 12p to 263p, South Wales 13p to 304p, South West 13p to 260p, and Yorkshire 11p to 310p, while the electricity package shed £107 to £2.723. The power distributors, already under a cloud because of calls for a shake-up of the industry, closed mixed. National Power was 1p easier at 217p, with Scottish Hydro 2½p down at 104p and Scottish Power 1½p lower at 102p, while PowerGen rose a similar sum to 228p.

Other privatised issues suffering falls included Cable and Wireless, 11p to 608p, Amersham International, 5p to 442p, Associated British Ports, 3p to 359p, BAA, 9p to 556p, British Airways, 6p to 259p, British Gas, 4p to 254p, British Steel, 1½p to 74½p, and Rolls-Royce, 5p to 151p.

The absence of any cut in interest rates took its toll in

the stores sector. Kingfisher was the worst hit, falling 28p to 503p, after County NatWest WoodMac urged its clients to sell. The broker issued a warning that the shares were trading at a premium to the market that was not justified. In the slower growth environment of the Nineties, Kingfisher is faced with maturing drug and DIY businesses, increased competition and, perhaps, an ero-

Philip Harris Holdings has just won an award for innovation from National Power for its First Sense computer equipment. Allied Provincial has upgraded its profits forecast for Harris from £1.5 million to £1.65 million for the year to the end of this month. The shares were steady at 158p.

sion of Comet's market share. Others hit in the sector included Argos, 10p to 272p, Body Shop, 4p to 361p, Boots, 12p to 450p, Dixons, 12p to 228p, Great Universal Stores A, 23p to £15.37, Marks & Spencer, 6p to 317p, Next, 3½p to 66p, Sainsbury, 4p to 101p, and WH Smith A, 10p to 470p.

The oil sector had to contend with some nervous sellers. BP lost 5½p at 263p, Clyde Petroleum 2p to 53p, Enterprise 20p to 369p, Goal Petroleum 3p to 50p, Hardy Oil 4p to 113p, Lamsco 12p to 106p, Premier Consolidated 1½p to 21½p, and Shell 7p to 442p.

Steeley fell 15p to 387p as it continued to reject the terms from Redland, 16p cheaper at 460p. Full-year figures from BTR left the shares 7p lower at 392p.

MICHAEL CLARK

SR GENT PLC		
	Half year to 31 Dec 1991	Half year to 31 Dec 1990
Turnover	£67.8m	£72.1m
Pre-tax Profit	£4.7m	£4.3m
Taxation	£0.3m	£0.6m
Earnings per share	10p	19p
Dividends per share	0.75p	1.25p

* Decline in sales virtually halted: since 1 January 1992 sales 10% up against last year
 * Prospects for year as a whole encouraging
 * Episode stores on target
 * Dividend: last final repeated at 0.75p per share

Peter Wolf
Chairman

The summarised results for the half year to 31 December 1991, which are unaudited, have been prepared in accordance with accounting policies adopted in the accounts for the year to 30 June 1991.

The contents of this advertisement, for which the directors of S R Gent plc are solely responsible, have been approved for the purposes of the Financial Services Act 1986 by Price Waterhouse who are authorised by the Institute of Chartered Accountants in England and Wales to carry on investment business. Past performance is not necessarily an indication of future performance.

RECENT ISSUES		
Amicable Smaller Units (500)	468	-14
Bodyside Ltd (RPI)	378	-2
Capital Industries 1p	36	-
Flamingo Line & Cap 1st Inc (70)	63½	-
do 2nd Inc (100)	95½	-
do 3rd Inc (10)	12	-
Flamingo Japanese Warrants	35	-
Levin Asset Inc & Co (100)	41½	-
Lloyds State Cos Pkg 1st Inc (100)	97	-
Lloyds State Cos 2nd Inc (100)	37	-
Lloyds State Cos 3rd Inc (100)	60	-
Mutual Warrants	11	-
River & Merc Tr Inc 12½p	103	-
do Suppl Pkt 12½p	124	-
Standard (115)	128	-
Union Water (RFD) (11/92)	160	-

RIGHTS ISSUES		
Bentley 10p N/P (410)	115½	14
British Vias N/P (210)	28½	-
Caledonian Investments 10p N/P (27)	54	-
ECC Group N/P (415)	59	-
Madison 5p N/P (8)	16	-
Powert 3p N/P (115)	16	-
Rain Industries 10p N/P (93)	11	-
West Time N/P (4)	-	-

MAJOR CHANGES		
RISES:		
JN Nichols	344p (+9p)	
Bespak	325p (+14p)	
FALLS:		
Glynwed	223p (-10p)	
Glan	777p (-20p)	
ECC Group	487p (-15p)	
Securis	450p (-12p)	
BTR	386p (-13p)	
BOC	510p (-18p)	
ADT	236p (-10½p)	
Ladbroke	236p (-10½p)	
Cable Wireless	508p (-11p)	
BICC	331p (-14p)	
WH Smith A	470p (-10p)	
Kingfisher	503p (-28p)	
Dunelm	228p (-12p)	
RMC Group	570p (-25p)	
Redland	480p (-15p)	
Steeley	387p (-15p)	
G Wimpey	125p (-10p)	
Argos	272p (-10p)	

Closing Prices...Page 25

THE TIMES

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shares drop to for 17 months

Shares in the FTSE 100 fell 1.2 per cent to 2,448.4 at the close of trading on Thursday. The main fall was in the banking sector, with Lloyds falling 1.5 per cent to 148.5 and NatWest 1.2 per cent to 145.5. The FTSE 100 was down for the 17th consecutive session. The main reason for the fall was a report from the National Institute of Economic and Business Research (NIEBR) that the UK economy had grown by 0.2 per cent in the first quarter of 1992, compared with 0.1 per cent in the fourth quarter of 1991. This was seen as a disappointment, as the market had been expecting a stronger performance. The NIEBR also reported that the UK's current account had widened to £1.1 billion in the first quarter, compared with £0.8 billion in the fourth quarter. This was also seen as a disappointment, as the market had been expecting a narrower current account. The FTSE 100 was down 1.2 per cent to 2,448.4 at the close of trading on Thursday. The main fall was in the banking sector, with Lloyds falling 1.5 per cent to 148.5 and NatWest 1.2 per cent to 145.5. The FTSE 100 was down for the 17th consecutive session. The main reason for the fall was a report from the National Institute of Economic and Business Research (NIEBR) that the UK economy had grown by 0.2 per cent in the first quarter of 1992, compared with 0.1 per cent in the fourth quarter of 1991. This was seen as a disappointment, as the market had been expecting a stronger performance. The NIEBR also reported that the UK's current account had widened to £1.1 billion in the first quarter, compared with £0.8 billion in the fourth quarter. This was also seen as a disappointment, as the market had been expecting a narrower current account.

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WALL STREET

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No warnings from SIB

The latest thoughts of the Securities and Investments Board on how much information customers should have before they buy an insurance policy or other investment includes the decision that the word "warning" had unduly pejorative overtones and should not be used when warning investors that they may lose money. Few will be surprised that such a soft approach is being taken towards life companies and what their sales teams will have to tell customers since SIB has proved steadfastly opposed to the full disclosure of commission at the point of sale. It is not relevant says Sir David Walker, the chairman of SIB. It will kill off independent financial advice.

Instead of telling investors directly how much of their money is invested and how much is eaten up in commission and expenses in the early years they will be told surrender values. This is the same thing, argues SIB. Investors will understand that the poor surrender value means that next to nothing is building up for the future.

Life companies will certainly find this easier to accept. They would say that someone signing on the dotted line for a 25-year policy does not expect to be one of those cashing in at the end of year one and should not be buying otherwise. Those who remain invested until maturity may lose 14p in the every pound of investment pay out in costs and expenses. The pay-out figure used for these calculations will use standard industry-wide projections rather than individual performance figures and may not even be achieved by an inept investment house. This approach ducks the issue of full transparency on commissions yet again and presents the information in a way that most customers will find difficult to assess. The scale of front-end loading will be difficult to detect. In the meantime, SIB intends to make rules in May, which if they are implemented will not be changed for a long time, leaving long-term investors in the long-term dark.

Tackling BCCI

Ignoring for once the political overtones, the Treasury Select Committee has come to a series of sensible conclusions about the closure of the Bank of Credit and Commerce International and useful recommendations to ensure that such a massive fraud never occurs again.

The committee has rightly criticised the Bank of England for being too cautious in its regulation. BCCI should have been closed a decade ago, when the fraud was in its infancy. If not, then it should have been closed in 1985, when evidence of fraud in the treasury department was first uncovered.

If the Bank felt that it had insufficient grounds to take action then either the Banking Act, or its interpretation of the act, are too lax. In future bank regulators are unlikely to be so forgiving.

The committee's recommendations should also be read carefully by Robin Leigh-Pemberton, the governor of the Bank of England, and his counterparts overseas. The Basle Concordat is indeed likely to be amended to ensure that all institutions have a clear lead regulator with which they can confer.

The concept of an international body to regulate the regulators is also appealing, since there are now infinite variations in regulation standards around the world and they need to be standardised. Who better for this than The Bank for International Settlements which has already revolutionised the world banking scene by its introduction of common capital adequacy standards. The advent of a single world banking order would hopefully slam the door on mavericks like BCCI for good.

Whoever wins, share ownership will be the post-election loser

Graham Searjeant assesses the likely fortunes for the equity market under the next government, whatever its political hue

Share ownership in Britain widened exponentially from about 3 million people in 1979 to 11 million by 1991, thanks to the wave of mass-marketed privatisation issues that gathered strength during the Eighties. Over the past year, however, even this symbol of the Conservative revolution has become a victim of the recession.

According to a Treasury-backed annual survey, published quietly on Budget day, the shareholding public has shrunk by a million. Most of the relapses, it seems, may have been among the newly affluent who dabbling on the stock market, rather than those with a few shares in British Gas or BT.

In theory, therefore, shareholders still form a potentially powerful constituency in the election; but it may not work out that way. Indeed, the high water mark of share ownership may have passed already. There are clear differences between the parties on stock market investment. Opposition parties would re-introduce a tax supplement on unearned income. Labour would phase out personal equity plans, reversing the incentives to share ownership.

Privatisations, already on the wane, might well cease if the government lost the election. That is not quite certain. The pressure on government finances will be so great over the next three years that the temptation would mount even for Labour to sell minority stakes in BT, National Power and PowerGen.

Whatever the colour of the next government, however, financing priorities will change. Instead of needing to sell shares, the government will primarily need to float debt. If Treasury forecasts prove correct, gilt-edged stock will need to be sold on an unprecedented scale, in money terms, over the next three years, especially if privatisation proceeds disappear from the equation.

On modest post-ERM thinking, EC member countries such as Britain might even find Budget deficits becoming endemic as a matter of policy, up to the limit of 3 per cent of output. Much of this debt is bound to be targeted at domestic investors and, while financial institutions will dominate even more strongly than in the share market, the private investor will also be a prime target.

If the Conservatives are re-elected, Peps incentives will surely be extended quickly to government stock. If Labour comes in, schemes to encourage long-term fixed interest National Savings will probably replace Peps and the public will doubtless be sold the virtues of index-linked gilt-edged stock as a prime investment for retirement.

To sell the extra gilt-edged stock, long-term interest rates would have



Paper weight: heavy applications for privatisation shares may already be a thing of the past

to stay high, relative to returns on shares. That should attract some overseas investment, particularly if the emotional reaction to a Labour victory and its impact on City take-home pay would probably knock 5 per cent or so off shares, and a Tory win would bring a similar boost. In part this is due to uncertainty, which would be worse if no party won. Many share dealers, foreign exchange traders and fund managers have never operated under anything but a Conservative government.

Many more have known only the Labour government of 1974-9, in the first three years of which inflation climbed, producing a calamitous squeeze on share prices, a banking crash, a sterling crisis and a generally unhappy time for asset prices. Tax efficiency became the key to investment. In earlier periods, there is no clear distinction between the performance of shares over a period under different parties.

In only small measure would the reaction to Labour be due to detailed policies. In opposition, Labour has been particularly critical of the profits of privatised utilities and has made vague pledges to keep their prices down.

Ironically, therefore, Labour might directly hit precisely the shares owned by most of the smallest investors. Utility stocks have become political barometers. Most fall much faster than the market in the autumn, when the absence of predicted recovery pushed Labour firmly ahead in opinion polls, and recovered this year, as the City convinced itself that the government would be re-elected. In yesterday's fall in share prices, the market correctly distinguished between the necessary monopolies in water and electricity distribution, where stocks fell, and British Gas, BT and the power generators, where Labour might not have the Conservatives' addiction to injecting competition.

In other areas, Labour's detailed policies could help individual companies. Higher first-year investment allowances would give a widespread boost to net earnings in the first year, notably in manufacturing and food retailing. Given the state of government finances, this would eventually have to be paid for, however, probably through a higher rate of corporation tax. Building companies should benefit from the release of local authority funds for housing and, less certainly, there could be increases in other areas of public sector capital spending.

Far more critical to financial markets would be changes in macro-economic policies. An analysis by

the National Institute indicated only a moderate impact from switching from the government's budget stance to Labour's fiscal alternative. Growth and employment would be slightly higher, offsetting the effect of extra spending on borrowing, but inflation would also be at least a point higher after 18 months. These actual changes are so minimal that the confidence effects would probably be greater. Labour might be forced to raise interest rates temporarily, but higher growth and lower unemployment might improve consumer confidence later.

A study by James Capel, the stockbroker, while fearful of a change of government, concluded: "There is so little difference between our pre-election economic forecast under Labour from that under the Conservatives — far less than the margin of forecast error over the life of a parliament — that one's assessment of the outlook for the equity market must be derived from non-economic sources."

This analysis is likely to be confirmed by the medium-term Budget forecasts, which suggest that the Treasury is bargaining for increases in public spending that might be quite comfortable for an incoming Labour government.

James Capel still forecasts that share prices could be 20 per cent higher by the end of 1993 under a Labour government, though this would be less than half the rise Capel hopes for under a Tory administration. Both could prove optimistic if pension funds and insurance companies divert funds to finance government borrowing.

In practice, the crucial element in confidence might be Labour's expected reaction to the parlous state of government finances painted in the Budget. If that proves realistic. With borrowing at 4 1/2 per cent of output even in 1994-5, any attempt to raise spending above that assumed in the forecasts would be frustrated.

Would extra spending programmes be shelved or would Labour be tempted to go for extra short-term growth at the expense of inflation and the exchange rate? That question would cast a pall over financial markets, especially the gilt-edged market, which is going to become much more crucial to investors, and to government thinking over the next few years.

The approach of economic dilemmas knocks share prices, especially after the experience that, while inflation at a low level is good for values, high inflation is usually disastrous. Devaluation usually boosts equity investments once it has happened, not least because so many leading British companies have big foreign currency earnings from businesses abroad. But devaluation within the ERM would bring greater penalties and is likely to be rejected.

The likelihood is, therefore, that both parties would pursue similar economic targets. For the investor, that means that the Eighties love affair with shares is likely to cool. Under Labour, it would cool much faster.

THE TIMES CITY DIARY

Phantoms on hold

THE folk of rural Suffolk knew Richard Branson was up to something last week. Months ago, Branson had agreed to meet his old friend Fred Finn, the world's most travelled businessman, at RAF Watlington near Ipswich on Tuesday for a spin in a couple of Phantom jets. The pair went up with the Red Arrows in September 1990 and were eager to try out a heavier duty fighter with a little help from Squadron Leader Dominic Riley, formerly of the Red Arrows. There was a problem when Branson, never usually one to turn down a challenge, cancelled at the last minute blaming pressure of work. "He said he was far too busy this month," says Mr. Finn. Three days later, the sale of Virgin Music to Thorn EMI left him £510 million richer. Just to prove that he really was busy and had not — heaven forbid! — lost his nerve, Branson and Finn hope to take to the skies again soon — probably in May.



"Why are we not full of confidence like all the party leaders?"

drew Lloyd Webber, Robert Sigmund and Steven Spielberg. There is a touch of irony to it all since his numbers at Cheltenham this week include Latent Talent which is owned by Christopher Heath, managing director of Baring Securities and formerly Britain's most highly paid executive. Barings was rescued by the Bank of England in 1990, and the Governor at the time was William Liddell, a London partner of Rathbones.

On to a winner

SOME people think investing in shares is about as safe as a flutter at the races. Surprising, then, to see Rathbone Brothers, the private banking and fund management group, taking to the turf. Rathbones is sponsoring Simon Sherwood, the jockey turned trainer who won the Gold Cup in 1989 on Desert Orchid. Sherwood rode 350 winners before setting up two seasons ago in East Hitley, near Lambourne, Berkshire, and his owners include An-

Blue blues

CHANNEL 4 has cancelled tonight's screening of a documentary on the Blue Arrow affair. The station says it decided to shelve the programme on the advice of its solicitors but the timing seems a little curious. Could it have anything to do with National Westminster Bank's decision to ask the trade department to reopen its enquiry into the affair? NatWest was reported on Tuesday as saying it was keen to silence

suggestions that it withheld evidence from inspectors. Channel 4 pulled the plug soon afterwards. All in all, the station has not had much luck with its attempts to cover the background to Blue Arrow. In November 1989, it was all ready to screen an earlier version of the report — when the defendants were arrested and it had to cancel.

Whoops!

HOW embarrassing! The British Institute of Management's City branch issued a press release yesterday concerning a seminar on Tuesday that was attended by various bankers and businessmen. It quoted a certain Ernest Saunders of The Legal Protection Group. Could the former Guinness chairman have found a new job so soon? Sadly no — he was there, but certainly not under the aegis of the LPC, which was far from amused. And Saunders' subject? The ethics of business.

Trading up

VOLKSWAGEN fans had their first glimpse of the third generation Golf when it was launched in Britain recently. Eager to make the right impression, Wolfgang Lincke, VW's director of development, flew into Britain for the event, but rolled up at the launch venue — Brockley Hall, Hertfordshire — in a decidedly non-German Rolls-Royce. "He wanted the opportunity to appraise one," a spokeswoman said hastily. "There has always been a great respect for British engineering." Perhaps he will compare notes with the Princess of Wales.

JON ASHWORTH

Glaxo discounts unchanged

From the Managing Director, Glaxo Pharmaceuticals UK

Sir, Mr J. C. Porteous (Letters, March 6) referred to the level of discounts available on Glaxo products. In fact the level of discounts provided by Glaxo has not changed, and we have purposefully undertaken to maintain Glaxo product discounts at or above levels prior to our conversion of wholesalers to agent status. What has changed is that UK pharmaceutical wholesalers have taken the opportunity to increase their profitability at the expense of small pharmacies by retaining some of the previous discount themselves. Glaxo's decision to change distribution methods is being undertaken in order to establish closer and better ties with our customers i.e. pharmacists.

Awarding credit where it is due

From Mr D.H. Saccof

Sir, To try to explain away their own lack of commercial sense and put the blame for their problems solely on their customers, credit card fraud seems to be a popular whinge from the banks at the moment. Surely the remedy is in their own hands. In France, where I have a Carte Bleue, one can only have goods charged to it by entering one's PIN number on a key pad available at the shop; there is no risk of the number being seen by others since the key pad is on a fairly long wire. In this country one can only get cash from a dispenser by putting in the PIN number and, although even they do get it wrong, no system is foolproof, why not extend it to all transactions including cheque guarantee cards. In England the sheer

possession of the card seems to be taken as adequate authority to use it and the only check sometimes made is that the account can meet the bill. The PIN number is far less likely to be known to a complete stranger who has stolen a card. I was also told of a good idea by a policeman after I had managed to lose my wallet of assorted cards: always keep a valid telephone credit card with the others. With a bit of luck the thief will use it: the number called is recorded against that card and will likely be his dear old Mum or girlfriend thus helping the police with their enquiries.

Yours faithfully,
D.H. SACCOF,
Managing Director,
Glaxo Pharmaceuticals UK Limited,
Stockley Park West,
Uxbridge, Middlesex.

Power to the people

From Mr John Shedden

Sir, Your reports (MPs demand enquiry and Comment, March 10) highlight that which is becoming increasingly obvious to an increasing number of people: namely, that the government's privatisation of the UK's electricity supply industry has produced a result which lies somewhere between disarray and anarchy. The one redeeming, but paradoxical, consequence, is that they have done it at all, thereby shattering the previously profligate state-owned industry, with its incestuous and characteristically powerful lobbies — which have certainly not gone away.

Having swallowed the lump, the same irresistible political will must be applied to beginning the digestion. It is worthless to begin singling out disparate elements of the privatised structure — for example, the size of the two primary generators in England and Wales, the insidious manoeuvring of the nuclear generation industry, the hopelessly out-of-control pooling and settlement system, or the fact that the Scottish electricity industry was divorced from the UK, and then handed over, complete with absolute monopoly, when what is required is a demand-led rethink of the whole industry.

Monopolies and Mergers Commission in three years? Forget it; by that time it will be too late. The redoubtable Professor Littlechild, bristly and frustrated, or not, is the man for the job. He must, on electricity consumers' behalf, be given every encouragement and sweeping powers, to begin phase two. If that requires reviving, as opposed to evolving, then so be it. Yours faithfully,
JOHN H SHEDDEN,
Emsworth, Hampshire.

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THE TIMES UNIT TRUST INFORMATION SERVICE

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ACCOUNTANCY & FINANCE

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EDUCATIONAL TECHNOLOGY

Chief Executive

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HUDSON SHRIBMAN

St Petersburg office to tap region's 'tremendous' potential

Ernst & Young opens gateway to the Russian energy market

Jon Ashworth reports on the first of the Big Six to set up in the former Soviet Union

ERNST & Young, the first of the Big Six to set up shop in the former Soviet Union, is opening a representative office in St Petersburg and says the region's potential is as great as ever.

George Reese, managing partner of E&Y's practice in Moscow, hopes to turn the office into a fully-staffed practice within a year. Mr Reese, who was in London last week to address a conference on oil and gas in the region, said: "St Petersburg has tremendous potential. This is a free economic zone and has a population of 5 million. We see it as a gateway to Russia."

E&Y opened its Moscow office in 1988 and has branches in Kiev and Alma Ata. There are plans to open a bureau in the city with the help of Scandinavian partners. The firm's focus is energy. There is a great deal of money to be made in advising oil companies on doing business in Russia and its neighbours, and Mr Reese, a Texan, has the contacts.

"It's like Houston back in the boom days of the late Seventies," he said. "The best opportunities appeared to be in oil and gas production. That's the base but we're also looking at real estate, agriculture and construction."

Most of the foreign oil companies active in the region are there to prospect for new sites and set up production plants. There are also plans to expand the service industry. "We are there to advise them on laws and keep them abreast of financial changes," Mr Reese said.

Western consultants are also being called on to advise on restructuring - financial services and privatisation. Some military bases are likely to be turned into manufac-

turing plants, and western advice will be at a premium. Factories that have been for tanks or aircraft for space programmes could be modified to produce stainless steel for world export.

"Technically, the Russians are very good but they lack the business concepts they need to make the shift to a market economy. There's a tremendous desire to learn."

Fees can be a problem. "There is no point in advising companies in Lithuania, Georgia or Uzbekistan if they can't pay you. Lack of funds is a problem," Mr Reese said.

"but it has not been an inhibiting factor at this stage. A lot of local manufacturers and exporters have hard currency and Western technical funds are available."

Since the firm's marked the beginning of the end of the Gorbachev era, E&Y has completely revised its strategy. It is getting in on the ground early in the new countries formed by the break-up of the old empire by opening offices in Russia, Ukraine and Kazakhstan, and is scouting for new opportunities.

Local consultants play an important role when it comes to opening offices in the Commonwealth of Independent States. The Moscow office is a joint venture with Vnesheconombank, a Russian consultancy firm, and setting up a representative office in new areas - often simply one man and a telephone - is the first step towards forming similar ventures.

Most of the Western companies currently involved in negotiations in the former Soviet Union are looking at ways of joining in existing production but face several hurdles. Bureaucracy is as



Texan with contacts: George Reese, E&Y's managing partner in Moscow

much a problem as ever, and the tax regime is constantly changing.

The Moscow office is often called on to provide background information on potential partners in the region and to prepare feasibility studies on possible joint ventures. Advice on audit and tax compliance is also available. For E&Y and the other

major accountancy firms, the former Soviet Union and eastern Europe have two things to offer western entrepreneurs. New markets are opening up in which they can sell their goods and services, be it supplying McDonald's hamburgers in Moscow or servicing oil rigs in eastern Siberia. The changes in the region also

provide them with an opportunity to set up low-cost factories in which to produce goods and sell them worldwide.

In this way, central and Eastern Europe could find themselves competing with Taiwan, Malaysia and other traditional low-cost producers where labour is cheap and plentiful.

Bridging the gap between Revenue and professions

IN RECENT years, the relationship between the Inland Revenue and the professions has been improving. However, this improvement has run in parallel with other more disturbing developments. At the same time that a greater understanding was growing of what both sides of the tax divide understood to be the broad principles and narrower details that they based their decisions on, there have been a number of alarming events.

Tax accountants have been arrested and as details of what appeared to be the root of the charges emerged, rumours spread through the profession. "But that's the way we all accounted for that," was a common cry.

The Nissan arrests last year, which still have to come to trial, rattled the certainties of tax practitioners throughout the land. The gap between what accountants saw as current custom and practice and what the Revenue appeared to understand was widening again.

So negotiations have been closed doors between the Revenue, the tax faculty of the English ICA and the Institute of Taxation should be welcomed. The guidelines they have just published, and which, more importantly, the Revenue has reviewed, should stand as a firm basis for future negotiation. What started as informal talks on the basis that everyone understood what they were all up to changed dramatically. It became obvious that a huge gulf existed. But a combination of the Revenue becoming a much more open organisation in recent years and an eagerness on the accountants' part to sort out the issue appears to have won the day.

As the guidelines introduction points out in a style that veers from the euphemistic to the tongue in cheek: "The Revenue's expectations of the role and responsibilities of members when preparing tax returns and computations and when corresponding with the Inland Revenue have differed in certain respects from common practice, which itself has not been entirely consistent."

The result, it hopes, will be "a greater harmonisation between what the Revenue perceives as members' obligations, and what the members themselves perceive as their responsibilities."

The greatest of the problems are those that have grown out of what was seen as a style of dealing with the Revenue. The tax client saw the Revenue as fair game and thought that some fancy footwork was in order. The tax accountant was trapped. If he did not push the client's case to the limits, his reputation as an adept adviser would clump down on all his clients. Whatever happened, it was the messenger who was being shot.

In the past, the tax practitioner had little

room to manoeuvre. The rules on the instances where client confidentiality could be broken were restricted largely to the areas of specifically transgressing the laws of the land.

Now there is a wider interpretation available. The guidelines say: "A member who has grounds for believing that a client has deliberately withheld material information should discuss the matter with the client. A member who is not satisfied with the explanations given by the client should refuse to submit to the Inland Revenue the return or the computations in question unless appropriate disclosure is made to the Inland Revenue."

As practitioners have been swift, perhaps over-enthusiastic, to point out, this type of strengthening of the perceived rules shouldn't cause problems to most practitioners. There has always been, they will argue, a "lunatic fringe" who will tell the Revenue until they ask "approach. As these new guidelines gradually take effect, that sort of approach, which tended, in the long-term, to be disastrous for the client, should die away. The creation of new certainties where blurred shapes used to exist will speed the process. One observer said last week: "It will be helpful to know that if you have complied then the Revenue can't turn up with the handcuffs." But this is only the start. There are still areas of uncertainty to be sorted out. The Revenue reviewed the guidelines and "while not necessarily agreeing with all the views expressed,

have acknowledged that they are an acceptable basis for dealings between members and the department." The value is in the example that the negotiations have set. The process of the Revenue opening up can proceed happily knowing that broadly it has the confidence and support of the tax profession.

The next task for the profession is much bigger. The next logical stage would be to do the same for value-added tax, the monster that has grown out of what was originally promised to be "the simplest of taxes". Customs and Excise still show little understanding of the need to deal with practitioners in anything other than an adversarial and bitter way.

"It will be quite an undertaking," one senior practitioner said, "and it's going to take more than a year or two." But it has to be done.

Any organisation that has spent public money on, for example, arguing in court that the big dipper on Blackpool pleasure beach was there purely as a means of transporting people from one destination to another, certainly needs to have its own direction questioned.

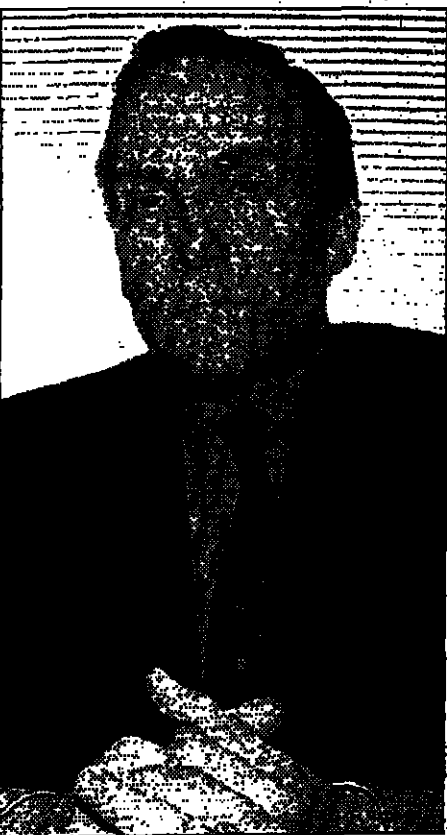
© The author is the Associate Editor of Accountancy Age.



AUDIT
ROBERT
BRUCE

Milestone on the road to self-regulation

By Jock Worsley



"Public purse wins": Jock Worsley

THE new *Guide to Professional Ethics*, issued by the three institutes of chartered accountants, is the 'highway code' for the accountancy profession. There is nothing in the code that prohibits driving on the right, but if you do, you have to be prepared to justify it.

The guide exists as a cornerstone of professional self-regulation to help accountants match up to difficult requirements.

Self-regulation in other parts of the economy has had press recently. More significantly, in recent years, the nature of self-regulation has changed.

The government has, in effect, created "reserved areas" of practice for insolvency, investment business services and, most recently, auditing. The three institutes had three options to stand aside, thus forcing government to regulate directly, which would extend the gap between regulator and regulated; to try to meet the challenge of self-regulation individually, or, as was finally decided, to co-operate with each other in the formation of new joint regulatory mechanisms and new guidance. The public, who ultimately have to foot the bill for regulation, either as clients or taxpayers, probably remain largely unaware of the benefit to their pockets resulting from that choice.

For the profession, the introduction of the Financial Services Act for investment business was, to some extent, a dress-rehearsal for the most important self-regulatory regime for the registration and supervision of firms of auditors under the 1989 Companies Act, which goes to the heart of accountancy

practice. In anticipation of audit regulation, the three institutes identified the need for a root-and-branch review of the guidance on professional independence. At the same time, the public expectation of the standing and significance of the auditor's report and of an auditor's ability to identify and cope with any conflict of interest has become greater. This is acknowledged in the guide by more extensive guidance on independence-threatening situations, and an entirely new statement on conflicts of interest.

We have also removed from our ethical guidance petty or unenforceable restrictions. For example, the new guidance on names and letterheads allows a member to practise under whatever name or title he or she sees fit, consistent with professionalism. Similarly, firms will have greater latitude in promoting themselves for work that does not involve audit or reporting - provided their professional activities do not amount to harassing a potential client.

The new combined ethics committee of the three institutes - the chartered accountants' joint ethics committee (Cajec) - undertook wide consultation with more than 30 user organisations, regulators and other interest groups outside the profession. That ought not to sound like news, given the degree of public interest in the ethics of the accountancy profession. However, it was the first time we had sought the views of non-accountants on ethical issues on anything like this scale and we are glad we did. At the very least, it helps us to rebut fairly any criticism that the profession's ethical guidance is inward-looking or self-serving.

One question that might be asked from

outside the profession is "Why guidance, and not regulations?" The American Institute of Certified Public Accountants, the largest professional accountancy body in the world, is occupied with this question. The AICPA's regulatory regime is based on extensive and specific rules supplemented by "binding" question-and-answer precedents. However, the AICPA now fears that its members, confronted by such detailed regulation, will conclude that anything that is not prohibited is acceptable - and act accordingly.

Striving for the moral high ground is more likely to be achieved by establishing principles (for instance of professional independence) then urging firms to set up procedures to put those principles into practice. This is similar to the approach that our joint committee fastened upon and which is reflected in the guide.

Trying to fix ethical guidance is like trying to pin the tail on a galloping donkey. We accept that a perfect *Guide to Professional Ethics* will never be attained. We have, therefore, set up a standing review group, which will identify and review issues as they arise and make appropriate recommendations. In this way, it is hoped that necessary revisions to the guide may be made quickly.

New elements already under consideration include the thorny topics of specialist valuations provided by an audit firm, and the proper response by a firm whose opinion is "shopped" by someone else's audit client.

Our new 'highway code' is a milestone towards self-regulation, but it is not the end of what will always be a difficult road.

© The author is chairman of the chartered accountants institutes' joint ethics committee.

Royal gift

THE Princess Royal, as busy as ever in her role as president of the Save the Children Fund, always gives as good as she gets. She visited the offices of Neville Russell in Bishopsgate, London, recently to collect a cheque for £102,469 raised by partners and staff at the firm's 20 offices throughout Britain to help children in India. During an informal buffet luncheon, the princess presented an Indian rug to Trevor Jones, a partner in the firm's tiny office in Dudley, West Midlands, which raised £6,356 in the appeal - far more than any other branch



Rolling along

ROLLERBALL, a blood-thirsty film from the Seventies, is about to be echoed by reality. Hazlens Fenton, the London accountants, is trying to raise more than £1 million in development capital for First Event Management, a new company set up by Jon Smith. Smith promotes the England football and cricket teams and organised a recent Sumo wrestling competition at the Royal Albert Hall. Now, with First Event taking off, he hopes to stage Rollerball-style contests in which skaters will whizz round a 100 metre

Fair play

INSOLVENCY practitioners are not always as nasty as they are made out. Cork Gully of Nottingham was recently appointed liquidator to the Green Man and Black's Head Royal Hotel in Ashbourne, Derbyshire, which went under with debts of £850,000 last month. Its demise spelled doom for the traditional Shrovetide football match, a fixture in the town for the past 300 years,

Trading places

CAN accountants do for the voluntary sector what they have already done for British industry? That is, no doubt, the question that is on the mind of David Hemsworth, the communications director of The Action Resource Centre, which "brings business skills to community dev-

elopment". ARC is in the process of a big push to encourage accountants to join the board of voluntary organisations in order to bring their commercial acumen to bear on the types of problems that voluntary organisations face. Even better, younger accountants are being sought to join the staff of voluntary organisations for short periods. Several of the Big Six have already put their younger accountants on development assignments with ARC and the results show benefits for both the individuals and the organisations. However, it is possible there could also be benefits in sending expertise in the other direction. How about volunteers lending a helping hand to firms of indigent accountants?

Lives Remembered

THE TIMES
OBITUARIES OF 1991

Obituaries are news, and *The Times* has greatly increased the space devoted to them each day. From the 900 or so published last year David Heaton and John Higgins have selected some 180 to provide a fascinating insight into the lives of all sorts of conditions of men and women

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**FROM MEL WEBB
IN GIRONA**

BY JOHN HENNESSY

William Hillary, a golf course architect himself, said several people "had followed the R and A report blindly

CARD OF THE COURSE

Hole	Yds	Par	Hole	Yds	Par
1	408	4	10	383	4
2	408	4	11	208	3
3	180	3	12	383	4
4	528	5	13	538	6
5	178	3	14	183	3
6	413	4	15	412	4
7	325	4	16	396	4
8	554	5	17	535	6
9	411	4	18	371	4
Out	3,411	36	In	3,389	36
Total score: 6,800			Par: 72		

[illegible]

PETER TREVINCO

Gareth Davies, her coach at Spelthorne gymnastics club in Ashford, Middlesex, concentrates on perfecting basic movements and style in order to give his gymnasts what he calls "poise, clean lines and confidence". Roberts, he says, is also a natural performer, and she complements her determination. This is shown by her vibrant attitude for the Hounslow AAC and her brother, Spencer, is a skater who trains with Chris Howarth, the former British champion.

Roberts aims to perform well for Britain at the world championships, Commonwealth Games and the European Championships. She is also a member of the British team for last year's world championships at Indianapolis.

FROM SRIKUMAR SEN IN PESARO, ITALY

The only trouble is that when Graham beat Hunter Clay in Lagos he was 23 years old. Now he is 32. Further, Graham is not a knockout artist and, as he was himself knocked out trying to dispose

Graham was quietly confident yesterday. He said: "I still want the world title and that's why I'm going out to win." Hopefully, his southpaw lead will have the same telling effect as the arrow that split the apple, so well-remembered by the people of this town, who are celebrating the two hundredth anniversary of Gioacchino Rossini's birth here.

There is no time to build a new one, although Conner said the carbon fibre con-

RESULTS: Defender series: Third round robin: America² (W Koch), ret'd. Stars & Stripes (C Connor), ret'd. Positions: 1, America²; 38pts; 2, Stars & Stripes, 11; 3, Dallas (W Campbell), 6. Challenger series: Third round robin: New Zealand (P Davis) bt Spirit of Australia (P Gärnau), 8v10; 10vsc; Nippon (C Dickson) bt Ville de Paris (M Petit), 46vsc; 11 Mora di Venezia (P Cayard), 41 bt The Kronor (G Krenitz, Swe), 40v11 57vsc; España 82 (P Carrasco) bt Challenge Australia (H Treherne), ret'd.

Matches played 7th March 1991

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Accuracy needed

ners. February 27) two important points have been noted.

First, the serving of clean dishes does not depend on answer alone: accuracy — hitting the ball wide of the receiver's forehead or backhand — is crucial.

Second, Goran Ivanisevic

Greenwood gave Durham the lead in the 21st minute after his first shot was saved by the goalkeeper. Barker set up the chance for him to score the second in the 37th minute. Abrahams cut the lead from a short corner eight minutes later, but in the 52nd minute, Greenwood in-

FROM RICHARD STREETON IN POINTE-A-PIERRE

Morris, who hit five fours and faced 117 balls in his first 50 runs, missed several attempted sweeps against the leg spin of Dhanraj and Ashmead Jumadeen, who is a nephew of the former Test left-arm spinner, Raphick Jumadeen. Both spinners reared the ball fast and

Ramprakash was in a restrained mood as he helped Morris add 68 in 25 overs. He was caught behind off the bat's shoulder and may have been distracted by a hooter from the nearby oil refinery. Johnson looked untroubled by his groin strain, running several short singles.

TRINIDAD AND TOBAGO: First Innings	
S Ragoonath c Johnson b Walker	51
C Yorke lbw b Munton	1
K A Williams run out	98
R A M Smith lbw b Sellsbury	5
N Badcoe c Munton b Stephenson	10
M Carew c Rhodes b Malcolm	61
R Mahadeo st Rhodes b Stephenson	4
A Jaramdeen c Rhodes b Stephenson	3
R Elvin run out	16
R Dhanraj b Stephenson	0
E C Antoine not out	0
Extras (lb 6, nb 2)	8
Tried (ACE 2 not out)	

total (85.3 overs)	257
FALL OF WICKETS 1-5, 2-95, 3-121, 4-173, 5-174, 6-185, 7-208, 8-257, 9-257, 10-25	
BOWLING: Malcolm 14-53-1; Munton 15- 50-1; Watkin 10-1-56-1; Salisbury 14-3-66- 1; Stephenson 12-3-26-4	
ENGLAND A: First innings	
H Morris not out	86
J D Bishnoi bow b Antonio	20
S J Rhodes c Mahadad b Antonio	7
M R Rampersingh c Mahadad b Dhanraj	33
P Johnson not out	55
Extras	9
Total (3 wkts)	210

FALL OF WICKETS: 1-41, 2-53, 3-121.
INNINGS: C. Cumberbatch and Z. Menezes

A member of Jardine's team was also present, and later in the day, recalling the conversation, commented: "Gubby was a fine bowler, but he could not have bowled a bodyline when asked to by Jardine."

Sincerely,
BUCK LEGGAT,
 2 Flat,
 The Oak Court,
 Wybrook Road.

players do not get two kicks at goal or two throw-ins, nor golfers two shots. They all have to get it right first time. Why should tennis players not do likewise?

Yours faithfully,
AILEEN K. ADAMS.

DURHAM UNIVERSITY: S Burnett; J Scott; D Van der Plas; M Le Comte; D Melaine; P Peters; J Barker; T Sention; J Greenwood; P Gorman; B Ellison

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Are we forging our own history?

As yet another city celebrates the
glories of its industrial past,
George Hill asks whether heritage
itself is an industry in decline

In recession-hit industrial Britain it has become a truism that where there is nostalgia, there should be brass. In the 1980s it came to seem almost more worthwhile to invest in 'history' than in new industries, which have proved all too apt to go the same way as the old ones. Cities took to celebrating the yesterdays of their industries, even while those industries were twitching in their death-throes.

This year Sheffield has an anniversary to celebrate, and of course it means to make the most of it: these days any town with an eye to self-promotion knows that every anniversary is an opportunity.

In Sheffield 250 years ago a secretive Quaker, Benjamin Huntsman, devised the first effective process for making steel in significant quantities. In doing so, he started the second phase of the industrial revolution, and set his native town on the road to expansion from a village to the fifth largest city in Britain, and to not quite 250 years of cutlery glory.

An exhibition devoted to steelmaking begins the celebrations tomorrow, a documentary film has been commissioned to mark the occasion and a Huntsman trail has been mapped out, to guide tourists round the landmarks of the dawn age of steel. The trail will lead to Abbeydale Industrial Hamlet, a small steelmaking complex dating from before the advent of steam, and now containing what is claimed to be the only surviving steelmaking crucible furnace in the world, as well as a small museum where craftsmen demonstrate some of the skills associated with early steel technology.

The irony is that Sheffield's steel industry today is more qualified for a wake than a birthday party. For a time in the last century, Sheffield was producing almost half the world's entire output of steel. A river of molten metal once poured out from its cluster of black steelworks. Now they have all but disappeared, and so have the jobs that went with them.

Steel in Sheffield has not collapsed as completely as the heavy industries which were the mainstays of other northern towns. Ever since Huntsman's own day, the city has made a point of promoting advanced research, and on high value products which competitors find it relatively hard to reproduce. Often today these have aerospace and defence when Saddam Hussein was looking for a barrel for his supergun, it was naturally Sheffield which was able to supply the technology, under the mistaken impression that it was supplying petrochemical equipment.

But the town has lost 60,000 steel-related jobs in the past 20 years, and its unemployment rate is more than three points above the national average. The scars of industrial exploitation are still apparent. The people of Sheffield might be forgiven for looking back on the local heyday of steel with bitterness rather than nostalgia. Visitors to Abbeydale have dropped from a peak of almost

80,000 in 1978 (seven years after it first opened) to only 26,000 in 1990 and 31,000 last year. This may indicate an onset of disenchantment, although Janet Pearson, the curator, insists that "local people are fairly faithful". During the 1980s, hundreds of obsolete industrial plants rose from the grave into a tenuous new life, in the guise of museums for heritage centres, if the scholarly ballast of the operation was too light to justify a claim to the title of museum. The hope was that they would provide employment and draw visitors to areas which had few other attractions.

But heritage may not prove as effective a hedge against recession as it seemed. Customers and sponsors are feeling the financial pinch, and the market may have reached saturation. Hard times are coming for the new breed of specialist museums, and not all of them may survive. Heritage itself now shows some of the characteristics of an industry in decline.

At least two museums — the Yorkshire Museum of Farming, near York, and the Exeter Maritime Museum — have escaped closure only by emergency rescue operations in recent months. York is trying to attract more customers with new displays which have been criticised as being only loosely connected with farming. Exeter's museum, with its irreplaceable collection of 200 boats from all over the world, seemed doomed last year after a sudden withdrawal of local government support forced the company that ran it into liquidation. It reopened next month reorganised on a charity basis, but is seeking a more hospitable home elsewhere.

All through the 1980s, new museums, many of them with an industrial emphasis, were opening in Britain at a rate of one every fortnight. By now, every town and village seems to have its museum of rural or urban crafts, its working water mill, shire horse stables, rene, leatherworks, steam railway or pumping engine. Some have significant collections and high standards of display and custodianship; others present pretentious and sensationalised displays which have more to do with entertainment than with discovery about what the past was really like.

Now the flow of new openings has almost dried up, much to the relief of the more serious museum operators. "Thank the Lord, there is definitely a decline in new starts," says Chris Zeuner, the director of the World and Downland Museum, Chichester. "Many of them were begun with high hopes and high motives, but the danger is that as they run into financial difficulties they will be tempted down the slippery slope towards a theme park approach. It is difficult to run a museum of this type to high standards on a fully



Showing the steel workers in Ebbw Vale, south Wales, perform the sort of manual labour beloved of Britain's industrial heritage movement

commercial basis, without some form of funding from the community — from national or local government, or from industry. Help of this kind is hard to find now.

The appeal of such museums is powerful and straightforward. Their stock in trade is those captivating technologies of steam and water, horse-power and muscle power, and the skills of the joiner, the blacksmith and the farrier. They hark back to a time when industry shared the physicality of traditional farming, with horses towing the barges and hens clucking outside the workmen's cottages. For a generation used to power which we can call up at the touch of a switch and without much conception of how the machine works, the old technologies which operate with clanking of cogwheels and hissing of boilers carry all the satisfaction of seeing forces of nature perceptibly set to work.

At their best, industrial museums are among the most imaginative and innovative in the country. The pioneering Beamish North of England Open Air Museum and the later Ironbridge museum have explored techniques of active, entertaining and participatory display which have been

influential on older museums, especially in a period when the government was eager to point to the newcomers as examples of entrepreneurial self-reliance. Their effect has been invigorating and also confusing, for they have contributed to a blurring of the line between scholarship and entertainment which has brought about a crisis of self-confidence in some of our national museums about what their own role should be.

Museums such as Beamish and Ironbridge fulfil appetites raised by *The Onedin Line*, *All Creatures Great and Small* and other television series set in the good old days. The temptation is to make the good old days just a little better. The glow of nostalgia is a powerful draw, but it can be deceptive. In 1972, soon after Beamish was founded, Dr Frank Atkinson, its chief creator and father of the whole industrial museum movement, declared that "nostalgia is going to be bigger and bigger business in the next few years".

Today he is a little embarrassed by the unmistakable air of opportunism in that perfectly accurate prediction. "Undoubtedly nostalgia has been an important part of our public appeal, and helped us to make our way. But I do not believe that looking backward is a good thing, or that it is what a museum should be about. We all need to know what the past was like, because one cannot see where one is going if one does not know where one is coming from."

"Beamish was established mainly to give confidence to the people of north east England themselves. They tended to have a chip on their shoulder about their past — proud of it and yet feeling that it was undervalued. The museum was for them — tourism didn't exist up there when we first planned it."

The idea of a museum as a prop to morale almost implies that some industrial museums may be temporary. Chris Zeuner accepts the point: "It may be shocking to say so, but perhaps it is worth asking whether all these projects should be intended for the long term. After 50 years they may have done their job. They may be part of the connoisseurship of change."

Britain's rash of new museums has been trenchantly criticised by Robert Hewison, the author of *The Heritage Industry*. He sees the phenomenon as a by-product of Thatcherism: "Mrs Thatcher's cultural revolution made everyone deeply uncertain about the present, so they took refuge in a rosy travesty of the past."

This is rather a parochial explanation for what is clearly a world-wide trend (the museums specialist Kenneth Hudson estimated in 1988 that there were 35,000 museums in the world, increasing by 10 per cent every five years). In a fast-changing world, people not unnaturally feel the need to look back to check their bearings. There is a hint of young fogeyism in Mr Hewison's disdain for the devices that Ironbridge and the rest have adopted in seeking to

appeal to audiences who would shun an academic museum.

But he is accurate in emphasising the slippery slope towards falsification. "There is always the pressure to be more entertaining and present the past as reassuring. When they dress up in mob caps to work butter churns, the fact that they are healthy 1990s people who have never suffered rickets or lost their teeth creates an unavoidable distortion straight away. I don't say that the whole thing is flawed — but the projection of our industrial past needs to be much more critical."

Mr Hewison sees cultural and economic crisis ahead. "I believe and hope that people in the next century will look to the future

again. I predict that by the year 2000 nostalgia will have gone out of fashion."

A safer bet is that nostalgia will be in vogue as long as we feel curiously about the past. But it is likely to become more discriminating. The museums that respond to that, and help to bring it about, will deserve to survive.

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TOMORROW
Valerie Grove on the wit
of Wendy Cope

'Everyone
was deeply
uncertain.
They took
refuge in a
rosy travesty
of the past'

Lies, damned lies and sexual statistics

Anyone over the age of 35 — and stop me, please, if I cross this column's strict demarcation lines and start going too middle-aged on you — will remember the I-Spy books: ninepenny pamphlets on the sorts of innocent subjects children were interested in 30 years ago and which allowed you five or ten points every time you spotted a Vickers Viscount or a Blue-Nosed Frigate on a dry-stone wall.

When you'd seen enough butterflies or acrobats you'd send the completed book up to Big Chief I-Spy who would send you a certificate. The equivalent nowadays, I guess, would be I-Spy Nike Trainees or I-Spy Nintendo or I-Spy Big Gezzers Hanging Around The School Gates Dealing Crack, but however much our times have changed, I don't think the Big Chief would be able to get away with the obvious update: I-Spy Sex. The women's magazines, and their now monthly sex surveys, have beaten him to it.

Once women's magazines were about knitting and cake decoration, but now, having taken the lead from *Cosmopolitan*, they all seem entirely devoted to sex surveys. And as each magazine ups its interrogatory stakes, so the surveys get longer and more intricate until

this month *Elle* and *New Woman* are competing solely, as far as I can see on the basis of the revelatoriness of their definitive surveys. Indeed, *New Woman's* is so definitive that it had to bind it as a separate magazine.

These surveys seem to have a number of functions. The first is the I-Spy stuff: five points if you've seen frigate, ten if you know what a testicle is for (no kidding: 28 per cent of *New Woman* didn't, which bodes pretty damn ill for *New Man*) and 20 for each sexual position you can name over the basic four dozen. The second function is to prove that women are better at sex than men are, which is, at best, a doubtful proposition if the testicle survey is anywhere near accurate. It is not, apparently enough to acknowledge that in our new sexual democracy women have the right to their own chat-up lines, their own fetishes and their own orgasms. The last three surveys have conclusively demonstrated that, against all the mythology, it is women who sit up nights frustratedly drumming their fingers and watching *The Hit Man* and *Her* while men duck under the sheets pleading headaches.

The third function is still, as ever was, to put the fear of God into the

PRIVATE LIFE
John Diamond casts a
suspicious eye over
questionnaires



libidos of those readers who once in a while fall asleep the moment they get into bed, or those who have never dressed up as Zorro or a PVC-bodied traffic warden, or those who can make competent love without working from diagrams.

The thing is though, that while, like anyone, I've ever spoken to about these surveys, I've never quite come up to statistical

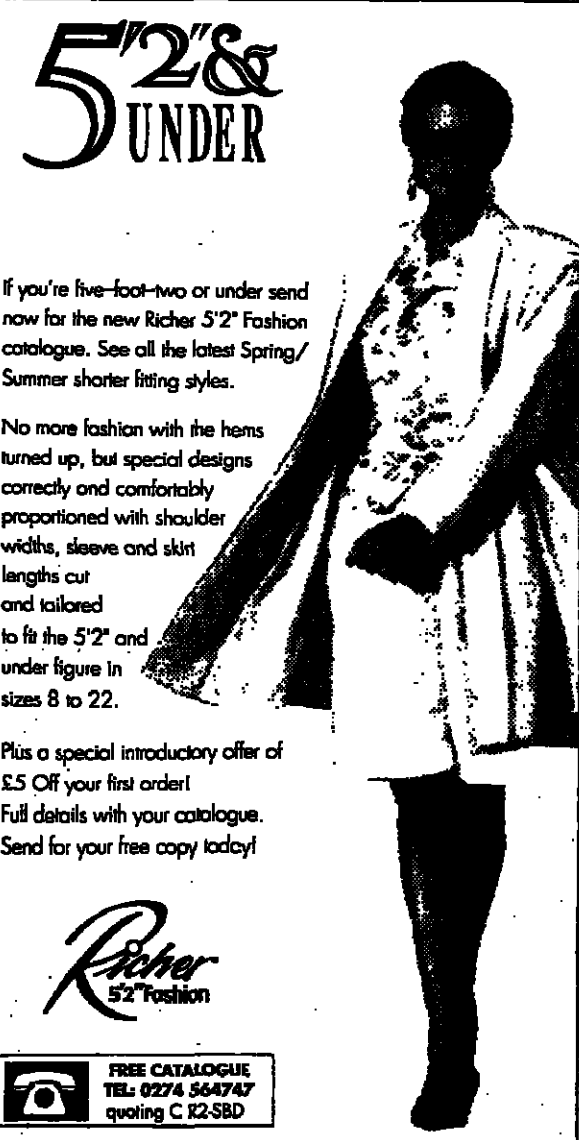
scratch, I've never worried about it. Because I don't believe them. I live in the sure and certain knowledge that unless they are overdoing on sodium penthalon people always lie about sex. Always. Or, rather, they don't lie; they base their answers on an ideal established by that night they spent in Devon during the power cut, or what they imagine things would be like if the man upstairs didn't practise the bassoon at two o'clock every morning.

Asked quite specifically how many times they made love last week they (oh, all right then, I will always answer for the week before when I didn't have to work late so many nights, or the week before that when I didn't have to go up to Cleckheaton and missed the train back, or any week which fits in with my idea of what a sex life should theoretically be like rather than what it actually is.

But then my ideal is largely based on the statistics quoted in the sex surveys I've read over the years; and those, in turn, are based on the theoretical sex lives of those people who, in turn, have been informed by the sex surveys they read and so on all the way back to some sexual *Domesday* book

["Wherein it is conclusively shown by divers statistick methodes that size mattereth not save that the act is performed in a meet and gentle manner..."]

And even if the survey correspondents don't lie then they disqualify themselves from statistical acceptability by being the sort of people who bother taking half an hour to complete a magazine sex questionnaire. What sort of person is it, after all, that sends in these questionnaires? Do they believe that they have some sociological duty to the rest of us and that, without their answer the survey will be in some way unbalanced? Or that the appeal for respondents is directly aimed at them in the same way a pollster with a clipboard might be? Or is it that they want to boast? "Listen world! It's been three weeks since I got to sleep before 3am and we've only got to page 47 of *More Joys of Sex*!" But since the questionnaires are anonymous, that surely can't be it either. My suspicion has always been that it is only those who need to set down on paper the theoretical sex life that they believe is their due who send in their forms. Or those, of course, who think that in return they'll get something special from Big Chief I-Spy.



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COPPELIA: The Scottish Ballet presents the company's version of Peter Wright's first production, the first time the Glasgow company has ever performed *Coppelia* in Scotland. Opening night cast is headed by principal ballerina Norrie O'Hara. Royal, Hope Street, Glasgow, 041-330 5000, 7.15pm.

STUDLEY MOORE TRIO: Forget all those "old" films, as a panel Moore can still produce an entertaining evening, combining jazz and classical music with some genuinely funny, off-the-cuff humour. Moore and his original members Peter Morgan and Chris Karam. Further concerts at Manchester's G-Mex, London's Albert Hall and Birmingham's NEC. Centre, King's Road, Brighton 0273 202881, 7pm.

LUCIE RIE: A retrospective celebrating the 90th birthday of an artist generally considered to be Britain's greatest living painter. She was born in Vienna, and the earliest works were made there, reflecting influences from the Bauhaus. Since she fled to England in 1938 she has worked consistently at refining and perfecting her serene and meditative style, often virtually eschewing colours. Crafts Council Gallery, 44a Pentonville Road, London N1 0JN 071-278 7700. Tues-Sat, 11am-5pm, Sun, 2-6pm, until April 5.

LUCIAN FREUD: Though all recent works of Freud seem to include the same nucleus of works, his one covers the whole of his career and has been shown in Rome and Milan under the aegis of the British Council.

LA BÊTE: Bravura performance by Alan Cumming in a strange Moulin Rouge, score by David Byrne. 041-741 2311. Mon-Sat, 7.45pm, Sun, 2.30pm, Sat, 4pm. 145mins. Final week.

CAESAR AND CLEOPATRA: Alec McCowen and Amanda Root in a seductively flat version of Shaw's anti-romantic drama. Greenwich, Crown's Hall SE10 0H1 081-853 7755. Mon-Sat, 7.45pm, Sun, 2.30pm. 135mins.

THE COTTON CLUB: An impression of the highest nightclub high on energy, low on story. Freshness. Adelphi, The Adelphi, 111 Strand, WC2R 2ES 041-741 2311. Mon-Sat, 8pm, Sun, 2.30pm. 135mins.

THE CRACKWALKER: Urban thriller, in which violence, abuse, grief, strong style, and a strong story. Daisie, Prince Albert Pub, Pentonville Road, W11 0JN 020 7700. Mon-Sat, 7.30pm. 135mins.

DANCING AT LUGHANNA: Brian Friel's Olivier Award-winning memory play, set in the 19th century. W2C 071-494 5085. Mon-Sat, 8pm, Sun, 2.30pm. 135mins.

DEATH AND THE MAIDEN: A play about a woman's life and death. W2C 071-494 5085. Mon-Sat, 8pm, Sun, 2.30pm. 135mins.

FROM A JACK TO A KING: A play about a man's life and death. W2C 071-494 5085. Mon-Sat, 8pm, Sun, 2.30pm. 135mins.

GOOD ROCKIN' TONITE: A play about a man's life and death. W2C 071-494 5085. Mon-Sat, 8pm, Sun, 2.30pm. 135mins.

A HARD HEART: A play about a man's life and death. W2C 071-494 5085. Mon-Sat, 8pm, Sun, 2.30pm. 135mins.

NEW RELEASES: A list of new films and TV shows.

CAPE FEAR: A film about a man's life and death.

ONE UP ON A CRIME: A film about a man's life and death.

FATHER OF THE BRIDE: A film about a man's life and death.

THE PRINCE OF TYRIS: A film about a man's life and death.

FRANKIE AND JOHNNY: A film about a man's life and death.

BLACK ROBE: A film about a man's life and death.

DEATH IN BALNEUM: A film about a man's life and death.

THE WOMAN IN BLACK: A film about a man's life and death.

THE PHANTOM OF THE OPERA: A film about a man's life and death.

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TODAY'S EVENTS

A daily guide to arts and entertainment compiled by Karl Knight.

Also, it includes all 11 works owned by the Tate, as well as loans from several countries, including the familiar with the red-soled shoes.

THE RECRUITING OFFICER: George Fennell's comedy is presented in a new production at the National with Sally Dexter and Alan Jennings playing Steve and Captain Plume, and directed by Nicholas Hytner. The play was first staged at the Drury Lane Theatre, London in April 1708 and in 1983 it became one of the National's earliest successes. Charing Cross, National (Olivier), South Bank, London, SE1 0JN 071-928 2252, 7pm.

JONATHAN GEE: Accessible modern jazz from a 1990s band, the winner of the "best promising newcomer" prize at last year's British International Jazz Awards. Jonathan GEE is joined by Wayne Bateman on bass and Winston Clifford on drums. Colchester Arts Centre, Church Street, Colchester CO1 1JN 0206 577301, 7.45pm. Tues-Sat, 11am-5pm, Sun, 2-6pm, until April 5.

LONDON BAROQUE: The respected baroque chamber ensemble visits Norwich to perform an 18th-century programme of works including Vivaldi, Handel and Bach. Norwich Arts Centre, Riverside Yard, St Benedict's Street, Norwich NR2 0BB 01603 826, 8pm.

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MANCHESTER INTERNATIONAL FESTIVAL OF EXPRESSIONISM: Brighton Festival gives a record of Schoenberg, Berg, Schuller and Martin tonight at the Royal Northern College of Music. Directed by Peter Toller. The H&M Orchestra and James Judd tackle Schoenberg's massive early symphony poem *Pelleas and Melisande* (and Brahms's Violin Concerto with Victoria Mullins as soloist). Royal Northern College of Music, Manchester 061-272 4524/5534, 7.30pm. Free Trade Hall, Manchester 061-624 1112, 7.30pm.

AN AWFULLY BIG ADVENTURE: Ben Barfield's adaptation of her own novel, based on her experience working backstage at the Liverpool Playhouse in the 1960s, is staged at the same theatre. Portmoyne Barfield will be her own daughter, Rudi Davies. Playhouse, Williamson Square, Liverpool 0151-708 8478, 7.30pm.

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SECOND THOUGHTS can be better. Colin Graham has returned to Benjamin Britten's final opera, *Death in Venice*, whose premiere he staged in Aldeburgh almost 20 years ago. He has totally reinterpreted it, opened it out visually, clearing the stage of clutter, and created a taut and tense narrative of an artist's self-destruction. No better opera production has been seen in London this season.

The key to his success is the idea of mingling projections of John Piper's original designs with photographs of Venice taken by Mariano Fortuny during the first decade of the century, the period of Thomas Mann's original novella. Piper's slanted buildings emerge from Fortuny's noisome canals, a golden Lido is conjured from a narrow back street, the interior of San Marco grows out of a piazza. A double Venice is created from Piper's colour and Fortuny's grainy black and white, reflecting the double world entered by the distinguished writer, Gustav von Aschenbach.

Britten wrote that role almost as a validation for his lifelong interpreter and companion, Peter Pears. Until now nobody has been able to erase the mark Pears put on it. He opted for an academic and almost desiccated Aschenbach, verging on the doddery. And that image long remained. At Covent Garden, Philip Langridge now casts these added years aside. His Aschenbach begins as a man of letters swimming confidently in middle age on a tide of literary renown. Only gradually does he let away at his body the carter that is the Mediterranean. Eros and his obsession with the boy Tadzio.

Langridge little

best

CINEMA

Return of an Irish charmer

Geoff Brown reviews *Hear My Song*, *Fried Green Tomatoes* and *Light Sleeper*

The hero's companion mutters "We're in a shaggy dog story" as they yank a prize cow, accidentally purchased at an auction, across Ireland's rolling countryside. We certainly are. *Hear My Song* (15, Odeon Marble Arch), a first feature for British commercial director Peter Chelsom, lollapalooza along with a daft smile and panting breath. It spins a tale of the broadest whimsy about a Liverpool promoter's frantic search for José Locke, sentimental son of the Forties and Fifties, who fled to his native Ireland to avoid charges of tax evasion.

Chelsom's film has already made friends abroad. It was quickly picked up for American distribution and earned Ned Beatty, who portrays Locke, a Golden Globe acting nomination. *Hear My Song* has even been seen by the Princess of Wales, at a charity gala last week. Is this the new British film, and the burning young talent, for which we have all been waiting?

Frankly, no: Chelsom's tale and treatment are too buried in the past to blaze the way forward. The story unfolds in the early Eighties, though so many stalwarts of old British cinema have into view — Irish yokels, a Morris Minor, a mackintosh police chief always two beats behind — that it might well have been filmed 30 years earlier.

Yet once the shaggy dog story gets up and running (be prepared: this takes some time), the film's warmth and gusto provide modest pleasure. Co-writer Adrian Dunbar cuts a plausible figure as Micky, the promoter; Shirley Ann Field, no mean stalwart herself, sheds a quiet glow as a woman who once caught Locke's eye. But it is Beatty himself who proves crucial.

The first Locke we meet is a

professional impostor, booked to perform as Mr X; then the real McCoy is located, deep in Ireland. When the burly American actor sings "Hear My Song", "Count Your Blessings" and Locke's other favourites, we know this is not Ned Beatty's actual voice. But Beatty's gestures are so heartfelt that we readily accept the lie.

Now, on to a film which boasts a list of characters including Idgie and Nanny Threadgoode, Smokey Lonesome, Sipsey, Missy and Curtis Smoote. Veteran observers of American cinema will immediately know what to expect. Here comes the parade of quaint rural folks, the jokes and homilies, the dusty lanes and the scorching sun, the singing crickets and rattling autos: a film almost drowned in Southern comfort.

Fried Green Tomatoes at the Whistle Stop Café (12, Odeon Haymarket), an ingratiating movie, conforms doggedly to this old-fashioned type. True, the Ku Klux Klan ride into Whistle Stop, Alabama, for a spot of terrorising, but most of the blacks seem happy to sew and sweep while the Caucasians carry the plot's main business.

This concerns friendship: through a skein of flashbacks that leap through the century, we follow the fortunes of Idgie Threadgoode (Mary Stuart Masterson), a fearless tomboy turned independent woman, who rescues her bosom friend Ruth from a violent husband and sets up a popular café. No prizes for guessing: there is more on the menu than Idgie Threadgoode. We hear of her history through another Threadgoode, Nanny, currently residing in a convalescent home, where she befriends and inspires a plump, stifled housewife in dire need of an overhaul. Enter Jessica Tandy and Kathy Bates, buckling



Close encounter of the Irish kind: Tara Fitzgerald as Nancy Doyle and Adrian Dunbar as Micky O'Neill in Peter Chelsom's *Hear My Song*

down to their characters with love. Even when scenes grow sticky and silly, these two are invariably a joy to watch.

The material, fuzzily feminist in tone (note how the husbands are dolts or brutes), stems from a novel by Fannie Flagg, a television writer and stand-up comedienne. As a spinner of tales she has some way to go before rivaling Homer, though this remembrance of past lives proves bearable enough as movie scaffolding. Jon Avnet, directing his first cinema film after a busy production career, escorts us swiftly through the tragedies and joys, and is not afraid of emotional manipulation. Some shots resemble cattle prods.

Yet for all the clatter calls on our hearts, *Fried Green Tomatoes* steers clear of deep emotions, and daintily sidesteps the issue of Idgie's sexuality. This is a film of surface attractions: engaging per-

formances, lush photography, ear-tickling music, a film as cozy and smothering as grandma's armchair.

On the other hand, *Light Sleeper* (15, Curzon West End) feels like a church pew. The hero, John LeTour, conforms to writer-director Paul Schrader's usual type. He is a loner, an outcast: he worries a lot, and commits his thoughts to a diary; at the end, through a cocktail of violence and love, he achieves a kind of redemption.

He is also Willem Dafoe, an intriguing performer, scarcely off-screen during this sombre portrait of an ageing drug deliveryman adrift in the unfriendly Nineties, anxious for life to take a new turn. Fate pushes LeTour to the crisis point. Cops with a murder to solve start nosing round; his frozen heart thaws once

he rediscovers an old flame, while his boss (Susan Sarandon) plans to chuck the white powder for a career in herbal cosmetics.

Light Sleeper is a memorial to the cocaine-sniffing, high-rolling Eighties. But did Schrader have to make his elegy so lugubrious? Words drop like lead weights from his dealers, users and bar-stool riff-raff: LeTour's flame must work her lips around "You were an encyclopaedia of suicidal paranoia". Camera positions are chosen with a great deal of thought: unfortunately, the thought shows.

Yet Schrader earns points for atmosphere. The action unfolds, one sticky New York summer, during a garbage strike. Refuse bags mount in the streets; through night skies of rain and neon, LeTour snakes in his chauffeur-driven car between shimmering penthouses and low-life dives. The cast suffer equal mixed

fortunes. This is not one of Sarandon's finest hours: as the dealer facing her own mid-life crisis, she displays her old vim, but can never make her shrill dialogue convince. Dafoe has a far better time: shafts of vulnerability, even tenderness, help lighten his character's load and bring some grace notes to Schrader's tale of *Angst* unlimited.

For a breath of fresh air, try "Tibet: A Lost Nation", a three-week season delving into the world's most enigmatic country. The prime exhibit, *Horse Thief* (PG, ICA Cinema), was first released here in 1987, though Tian Zhuangzhuang's film is good enough to warrant a fast revival. The trumpeted "brand new print" proves ghostly pale, but the Tibetan rituals, ominous vultures and snow-swept crags, matched to a soundtrack of moans and bells, keep the eyes hooked regardless.

Do not expect the emotional sweep of a Chen Kaige or Zhang Yimou. Chinese cinema's leading art-house imports. With its few shreds of plot about a penniless clansman, shunned by his tribe for stealing horses, this is a quasi-documentary: though you expect documentaries to bolster the images with facts and figures, Tian leaves us high and dry.

The one figure thrown up, the date of 1923, should be discounted. China's Film Bureau, sensitive to any treatment of ethnic minorities, imposed the date to place the culture so respectfully recorded at a safe distance. But when the monks line up, prayer wheels turn, and Tian's characters lie prostrate with grief in a series of aching dissolves, dates prove meaningless. The film has ascended into a timeless realm, where the camera's eye and the artist's soul mingle and make magic.

ARTS BRIEF

Is Auntie entitled?

CHEERING news from Covent Garden for those opera-lovers who shudder at some recent "modern" English translations of Mozart operas. When the Royal Opera's production of *Don Giovanni* was televised by the BBC last month, the Royal Opera was criticised (not least on the letters page of *The Times*) for the quality of the television subtitles. Some viewers inexplicably felt that such phrases as "get lost" and "you little slut" did disservice to Da Ponte's elegant Italian.

In vain did Covent Garden point out that the subtitles were nothing to do with them: their own "surtitles" (projected above the stage) were rejected by the BBC, presumably for being too faithful to the original. Now the Royal Opera House has decided that its future contracts with broadcasting organisations should always give it editorial control over subtitles. The joy of seeing "perfidio mostro" (perfidious monster) represented on screen by a single, stark "Bastard!" is, it seems, temporary.

Nose job

FRANCIS Ford Coppola is to collaborate with Jim Henson Productions on a live-action and animatronic film of *Pinocchio*. There have been several films about the boy-puppet world: the 1940 Disney classic, among them a 1971 X-rated version.

Generous terms

DESPITE the high street banks' dire annual results, Barclays has decided that its artistic largesse will continue. It has announced that its sponsorship of the Barclays New Stages festival — which targets fringe theatre — will be renewed for a further three years: a sponsorship worth £500,000. This year's festival, at the Royal Court from May 18 to June 6, focuses on British, the Chalmerses, the Featherstonebaughs, V-TOL and Yes/No People.

Last chance...

WHEN John Player began sponsoring an annual portrait award at the National Portrait Gallery in 1980 there was argument over the criteria of "likeness" employed in judging. Later the required photographs of sitters vanished, but the usual style remained conservative. Now that the last portrait commissioned under this scheme is complete, the NPG (071-306 0055) is showing all 12 commissioned works. Visitors can judge the results of these changing criteria for themselves until Sunday.



Chris Whitley: "I think I must have a lot of anger in me"

Hard-bitten rocker on a roll

David Sinclair meets Chris Whitley, the volatile American guitarist who tours Britain this week

If complimentary reviews were bankable, Chris Whitley would not have had his American Express card confiscated after a spending spree last month. His debut album, a strange, bluesy concoction called *Living With the Law*, prompted a dazzling array of critical bouquets when it was released last year. Yet despite the instant cult status and the encouraging worldwide sales which have since accrued, Whitley now has mixed feelings about the album's initial reception.

"I've read a lot that I don't agree with," he says, "and there have been many reviews that were intended to be positive which I haven't liked at all. Some people have taken the album too much at face value. They hear an acoustic guitar and so they immediately assume it's acoustic, folk music. I don't feel it's like that at all."

Particularly exasperating are comparisons with veteran roots-rock slide guitarist, Ry Cooder. Whitley insists that his real guitar hero is Jimmy Page of Led Zeppelin. In fairness, this would be hard to divine from the album, but anyone who has seen Whitley perform live with his current band will know that he is indeed a hard-bitten rocker at heart.

The broader truth is that he is a

man steeped in a variety of traditions: the deep blues of Muddy Waters and Howlin' Wolf, the urban rock of Aerosmith and Lynyrd Skynyrd, the soaring soul of Al Green and Stevie Wonder, and the European synthesizer baroque of Gary Numan and David Bowie (as in *Heroes* and *Lodger*). *Living With the Law* emphasises one side of an unusually multi-faceted musician, but anyone who thinks it represents the full measure of the man is in for a surprise.

Whitley is not a man who finds it easy to relax. He gave up drinking about six weeks ago. "I think I must have a lot of anger in me," he says. "If I get drunk I go crazy. We were touring the States and I kept getting thrown out of hotels. It's something I've thought about, read about, been to the therapist about, but now I just accept it's there, and try to direct more of my energy into my music."

He may have inherited some of his volatile temperament from his parents ("the only proper fistfight I've ever had was with my father"). His mother was still a teenager

when Whitley was born in Texas on August 31, 1960, and it was his parents who introduced him to the music of Hendrix, The Doors and The Beatles.

The couple divorced when Whitley was 11, and he went to live with his mother in a series of low-rent apartments, trailer-park homes and even a log shack. It was during this period that he acquired his fascination with, and sneaking admiration for, the mores of the "white trash" American underclass that seeps through into the lyrics of songs such as "Bordertown".

Less often remarked is his love of photography, literature and high art. There is Cherokee blood on both sides of his family, and he is fascinated by the spiritual concepts embodied by much American literature.

In his late teens Whitley took off to seek his fortune in New York City. But at that time his passion for blues-based music and his skill as a slide guitarist put him out of step with a scene dominated by New Wave acts such as Blondie.

He jumped at an opportunity to move to Belgium, where he lived for almost six years. While there he played in a teenybop funk band called Noh Kodeo ("a real cornpatch operation") and shared a house with bassist Alan Gavaert, who plays in his current band. He married Gavaert's sister Hélène and they now live in New York with a four-year-old daughter.

So far he has finished writing just three songs for his second album. But if there is record company pressure to deliver more material or to fashion a set of "blockbuster" songs to capitalise on the groundswell of interest in *Living With the Law*, then he is not aware of it.

"My career is one day at a time. I just hope I have the courage and the identity and the ideas and the craft not to get locked into one thing. The way that I play guitar, for instance, is hardly touched upon on that first record. I want to explore different areas and not be pigeon-holed into something too defined."

Chris Whitley plays at the Irish Centre, Northampton (0604 33375) tomorrow night and at The Grand, London SW11 (071-738 9000) on Saturday. *Living With the Law* is available on Columbia (466508 2)

TELEVISION REVIEW

That woman goes to war

The Argentine invasion of the Falklands was a watershed for my generation. Then in our twenties or thirties, we had no inkling until 1982 of how the alchemy of victory can transform a nation and its leaders. Some of us truly made up our minds about Mrs Thatcher only during those anxious weeks of war.

The various fictions and fictions on the subject have hitherto fallen flat. But the conduct of war from the top, its high politics, can be reconstructed on screen by flair and meticulous research of the kind used in *Woolly Al walks the kitty back*, last night's BBC 2 Timewatch documentary about Alexander Haig's abortive attempt to prevent the war.

The programme was full of good lines. Caspar Weinberger promised an aircraft carrier at a time when Haig's peace offensive was balanced on a handbag edge; our man in Washington, Nico Henderson, boggled at the recollection. According to Haig, Galtieri pretended to be "in a meeting" when Reagan telephoned. Having failed to persuade Haig to appear before a million Argentinians gathered outside, Galtieri delivered a ranting speech which in effect destroyed Haig's confidence

in him and scuppered the talks. Not that there ever was much chance with Mrs T in charge. The Argentine air force chief, Lami Dozo, admits that the junta's cardinal error had been to underestimate the British prime minister's determination. Vernon Walters, then Haig's right-hand man, told his old acquaintance Galtieri: "General, that woman has let a number of hunger strikers for her own basic race and language starve themselves to death without flickering an eyelash. I wouldn't count on her not doing anything if I were you." When she asked him what he thought of her, he replied: "Everything they say about you is true: you are the Iron Lady." Recalling the incident, Walters adds a gloss: the real Iron Lady is an instrument of torture kept at Nuremberg.

One point emerges: any contrast between the vacillating, divided junta and the quietly single-minded British government depended wholly on "that woman". As the task force steamed south, ministers had doubts about her Churchillian style as well as her inflexible policy on sovereignty.

Even Sir John Nott, the supposedly hard-line defence secretary, does his worst to debunk the historic briefing outside 10 Downing Street when he read out the telegram announcing the recapture of South Georgia, and Mrs Thatcher told the assembled reporters to "rejoice". It was, says the fastidious Nott, "embarrassing". He adds that "Mrs Thatcher was a much better politician than I was" (just in case nobody had noticed).

In Francis Pym, a stopgap foreign secretary with Carrington's airs but none of his gifts, Haig spotted a fellow marked man. Haig himself would also lose his job. Not only did his diplomacy give the impression of a bid to appease Buenos Aires: the amiable "Al" was indeed, as Mrs Thatcher remarked, "woolly".

The producer (with Mark Anderson) was Norma Percy. Her series *The Second Russian Revolution* illuminated the titillation of Soviet communism under Gorbachev like no other. Claims that her technique would fail with this film. Investigative journalists take note: do your homework, offer people a fair hearing, cut out exhibitionist interviewers, and you may get what you want.

DANIEL JOHNSON

CONCERTS

Small steps for man

as Alois Hába and Julián Carrillo is that they wrote in microtones. The Arditi Quartet's programme, given at the end of this festival and recorded by the BBC, was therefore specially valuable in letting us hear music by these two composers and others in what was effectively a miniature history of quarter-tone music.

Hába's Fourteenth Quartet (one wonders what agonies of selection went into the Arditi's choice) announced more problems than solutions, and in particular the problem that our harmonic hearing makes quarter-tones sound like mis-tunings when the context is something like softened Bartók. Startlingly more successful than the other five movements was the andante with cello solo, where the microtonal intervals had space and independence to flower. And the same lesson was repeated by Carrillo's Two Sketches, both of them slow, naive and appealing, wandering and wondering. Ivan Vishnegradsky, who like

Hába and Carrillo was working in microtones in the Twenties, seems to have used them more for filling up harmonic space with dense, cloudy, slow-moving clusters than for melodic inflection. His implacable First Quartet was also on this Arditi programme, along with James Wood's own quartet, which seemed vastly more fresh, passionate and exciting than when the Arditi first played it seven years ago, a real discovery of glistering microtonal harmonies and, in the big final movement, melodies of urgent reach and intensity.

Earlier in the weekend we had heard a new Wood piece, *Phainomena*, scored for voices (his New London Chamber Choir) and instruments. Like other recent works by this composer, *Phainomena* is a ritual that, in its pacing and gesture, seems designed first and foremost for the performing participants. But as it gathers steam, whirling through the zodiac with note patterns charted from the sky and chanting in ancient Greek, it develops and sustains an almost Vavé-like energy and a frenzy of colour. If Wood is as energetic an organiser and animator as he is a composer, then we can expect to hear some of microtonality's tantalising possibilities sounding out from his new centre.

PAUL GRIFFITHS

Basking in the shade of Burke

As John Major girds his loins for the election, Roger Scruton praises two new philosophical defences of conservatism but finds respect for authority lacking

Books of conservative doctrine are in short supply, for conservatives are suspicious of the reading habit, which has brought so much folly into heads ill-equipped to resist it. And for many Tories, the true theory of conservatism is that it has no theory. Nevertheless, the "case for conservatism" always makes refreshing reading, after those jargon-ridden and hate-filled tracts which pass for socialist philosophy. Conservative doctrine is of necessity eclectic: its aim is to encourage the acceptance of our social condition, and to find solace in its imperfections.

David Willmet's book typifies the genre. It is an agreeable and wide-ranging defence of the policies of the Conservative party, as these have evolved in recent decades. Willmet has a versatile mind, a broad culture, and a lucid style.

His masters are Oakeshott and Hayek: secular thinkers whose effect on conservative doctrine has been to sweep away its dependence on religious belief and endow it instead

with a social philosophy. While Burke, Coleridge, Disraeli all paid lip service to the Anglican Church (which has seldom demanded any other kind), Willmet barely mentions religion, and presents his conservatism as a neutral social theory for a secular age.

His core ideas are two: the free market, and spontaneous communities. The first provides the means of life, the second the ends. Willmet tackles head on the usual socialist objection, that free markets are the solvent of communities, replacing traditional loyalties with a self-centred struggle for consumer satisfaction. In rehearsing Adam Smith's timeless vindication of the spirit of commerce, Willmet shows that the socialist objection is at best shallow.

My only regret is that he sets his eyes too firmly upon the modern age, and fails to remark on the contribution of markets to the civilisation of Greece, Rome and medieval Christendom. In the light of history, the socialist grievance is shown up for what it is: a nagging resentment against the spirit of Western civilisation, on behalf of its Utopian shadow.

Willmet bravely tackles all the issues of the day: the welfare

state, the constitution, monetarism, the ERM — indeed, any question to which a parliamentary candidate will need an answer. What he gains in topicality, he loses in depth, though that is not a defect. Maybe his half-hearted apologies for the European "community" — which he both sees and refrains from seeing as a gravy-train for socialist bureaucrats — will not endear him to every member of his party. Nevertheless, to have presented the case so clearly and eloquently, and with an educated sense of where argument matters, is no mean achievement.

Willmet defends the "social market", that is, a free market qualified by the welfare state. His defence goes hand in hand with an admiration for modern Germany, and blinds him to the defects of that country: its wimpish liberal elite, its universities stuffed with sentimental leftists, its remorseless modernism, the widespread addiction to the sins of the flesh, and the nihilistic culture which justifies

everything by proving that nothing is justified.

The excuse for Germany was the Lutheran religion, and the high culture of Bach, Goethe, Kant, Beethoven and Schiller. Those things vanished long ago, and the German youth of today has retained only a flicker of interest in them. That British Tories should waste their emotions in praising the Third Reich's spineless successor never ceases to amaze me.

John Gray is another champion of the "social market", and his defence must count as one of the most intelligent and sophisticated contributions to modern conservative philosophy. Gray offers the true case for the market, not as an instrument of freedom or prosperity (though it is both those things), but as the sole repository of the information upon which economic life is based. The argument is beautifully set out, and rich in conservative implications. There is no *a priori* difficulty, Gray argues, in combining this "Austrian" argument for the market with a defence of the welfare state, as an "enabling device" whereby the basic need for "autonomy" will be as widely satisfied as possible.

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Nevertheless, for me the need for "autonomy" (which means the ability to choose my life and satisfactions) has always taken second place to the need for belonging (which means the need to find my life and satisfactions inscribed in a social reality greater than myself). And I have never regarded the welfare state as anything but a threat to this.

Not only is Gray aware of Charles Murray's devastating proof that American welfare policies have engendered an adversarial underclass, and a dependency culture, but he also knows of the arguments of the "Virginia school", which tell us that the welfare state will in time become a colony of "rent seeking" bureaucrats. But he brushes these difficulties aside. There is a further difficulty, which he does not mention.

What should the recipient of welfare give in return for it? The only cogent answer is loyalty. Yet the dependency culture is invariably the antagonist of the society that created it.

This difficulty points to a weakness in both these otherwise excellent books, which is that they pass over what has been the key concept in traditional conservative thinking: the concept of authority. The problem for conservatism in our time is the growing deficit of authority in the institutions of society, and of its counterpart, deference, in the individual psyche. How to supply this deficit is another matter, but a philosophy that does not notice it can hardly be called conservative, even if it is the philosophy of the new Conservative party.

Dr Scruton is the author of *The Meaning of Conservatism*.

Blow your meme

This stimulating, energetic and inventive book addresses an ancient conundrum. Somehow or other there is an intimate relationship between the workings of our nervous systems and our mental life, but how does the tensing physical activity of the brain give rise to our intangible and private pleasures, pains and points of view? How does mind emerge from the machine?

As you read these words electrical and chemical activity is set in train in a number of areas in your cerebral cortex, the convoluted outer mantle of your brain. A dozen or so of these areas contain a neural map of visual space; each has a particular role to play in the analysis — and presumably the conscious recreation — of a visual scene. One area specialises in the analysis of colour, another in the perception of movement.

At first glance these events in the nervous system bear no resemblance at all to what you are experiencing. How are the experience and the neural events related? The materialist replies that, despite appearances to the contrary, your visual experience is in fact identical with the patterns of activity in nerve cells spread around your brain. The dualist, often claiming to speak for common sense, regards your experience as a non-physical effect of the nervous activity, occurring in a mental medium or "figment".

The controversy may seem to lack any practical import whatsoever. But our conception of consciousness does influence our behaviour towards one another and towards animals. We usually regard consciousness as providing a reason for treating its possessors with consideration and we need to know to whom or what to attribute it. This is not always straightforward: are fish, or spiders, conscious? In the future it may become important to settle the question of whether we ourselves have created consciousness in the pursuit of artificial intelligence: will robots require civil rights?

Several contemporary philosophers, notably Thomas Nagel and John Searle, the 1984 Reith

lecturer, have defended mental events against attempts to reduce them to physical processes in the brain of their behavioural results. Nagel has argued that an understanding of the mechanics of a brain affords little if any insight into the nature of its possessor's experience. In a similar vein Searle has repeatedly challenged the notion that mere behaviour can be the touchstone of mentality.

In *Consciousness Explained* Dennett takes on this die-hard opposition, bringing to the task a formidable knowledge of philosophy, psychology, physiology, and computer science.

His own hypothesis is that consciousness is best understood as a mode of functioning of the

While we tend to conceive of the operations of the mind as unified and transparent, he suggests that they are chaotic and opaque. There is no invisible "boss" in the brain, no "central meander", no unitary self in command of our activities and utterances. There is no internal spectator of a "Cartesian theatre" in our heads to applaud the march of consciousness across its stage.

Once we fully appreciate the implications of this argument, he claims, our resistance to attempts at reductions of mind to machine, or machine program, will melt away. Dennett supports his case with appeals to experience and experimental evidence: "Once we take a serious look backstage, we discover that we didn't actually see what we thought we saw on stage... the very distinction between onstage experiences and backstage processes loses its appeal".

This line of argument issues finally in the claim that, unlike the physical world, experience is not real: it just seems to be so. What we are describing, when we think we are describing our experience, are the workings of the "virtual machine". You find this hard to imagine? So do I, but Dennett takes the precaution of warning against "mistaking a failure of imagination for an insight into necessity".

A theory of this general kind has powerful attractions. Consciousness finds a place in the physical world, and the study of its evolution enters the legitimate realm of science. Is there a price to be paid? Dennett warns that our sense of mystery and miracle about the phenomena of mind — though not necessarily of wonder — will be destroyed if we accept his theory.

This book does not offer an easy introduction to its subject: it is highly polemical and often demanding. Nevertheless, those intrigued by consciousness should put their sense of mystery to the test of this engaging onslaught. I am keen to risk a second brush with these subversive memes.

Dr Zeman is a neurologist

Adam Zeman

CONSCIOUSNESS EXPLAINED
By Daniel C. Dennett
Allen Lane, £20

brain, rather analogous to the "virtual machine" created by the combination of computer hardware and a computer program. The program governing the human mind is largely written by the cultural environment in which the brain develops.

Dennett adopts a term coined by Richard Dawkins, "meme", to refer to the units of cultural inheritance which come to populate and create, our consciousness. Hence his definition of the human mind as a "remarkable sort of meme nest". He accepts the corollary of his hypothesis that any combination of software and hardware which recreated the "virtual machine" of consciousness would constitute a mind. It looks as if robots will need civil rights, after all.

Dennett realises that this intellectual mouthful is in need of a good deal of seasoning. Much of his book is devoted to an attempt to make the theory palatable by showing that consciousness is not what it seems.

Good conversation, as the ancients understood, is the heart of civilisation: a catalyst of learning and a test of understanding. In this marvellous little book, Ramin Jahanbegloo, an Iranian philosopher now living in France, has recorded a series of discussions with Sir Isaiah Berlin which took place in 1985. It is hard to think of a more fitting homage to this great man and legendary conversationalist.

Those who have enjoyed Berlin's company, however briefly, will recognise at once the imprint of his extraordinary mind, liberal spirit, and capacity to listen. When I first met Berlin as a rather green post-graduate, I was astonished and flattered by his benign interrogation: "What were my plans in Oxford? What was I studying? Why? What did I think of this or that medieval philosopher? Had I read Duns Scotus? (I hadn't!)"

These lengthy and wide-ranging conversations have the same zest and quality. There is much to be learnt here about Berlin's career, his long relationship with Oxford and the dramatic personality of his life, who have included Pasternak, Akhmatova, Stravinsky and Aizenstein, too. Less Strauss trying to persuade the intractably secular Berlin that absolute truth existed, or Churchill's reaction when the composer Irving Berlin turned up for a lunchtime briefing on American politics instead of

Quoth Isaiah the prophet

Matthew d'Ancona



CONVERSATIONS WITH
ISAIAH BERLIN
By Ramin Jahanbegloo
Peter Halban, £17.95

his near namesake Isaiah or the intellectual sparks flying at the discussion groups which Berlin organised in his rooms in the '30s, attended by Austin, Ayer and Stuart Hampshire.

Yet, beyond this biographical detail, *Conversations with Isaiah Berlin* is an invaluable digest of the philosopher's ideas, and a reminder of their timeliness. The backdrop of Berlin's political thought is a distaste for all-embracing systems and monolithic approaches to philosophy.

He admires the pluralism of Herder and Vico, but Hegel's ideas strike him as "a dark, deep cave of Polyphemus, from which few return". Some fortunate may have been granted the metaphysical eye giving them access to

eternal verities. But, says Berlin wistfully, he is not so privileged.

Fanatics of all stripes appal him. He recalls with horror seeing the blanched face of a Russian soldier dragged to his death by revolutionaries in 1917, two years before the young Isaiah's family moved to England: a vivid image which, he says, has always underpinned his hatred of violence.

But if there are no universal truths, how can we believe in the moral safety net of human rights? Well, says Berlin, there may be no absolute moral rules, but there are standards of decency which a great many people endorse and of which one can be intuitively certain. "Don't ask me what I mean by decent," he says. "By decent I

mean decent — we all know what that is." And, however relativistic we try to be, we do.

Pluralism also leads Berlin to question the notion of historical inevitability, beloved of Hegel, Marx and now Fukuyama. Like his hero, Alexander Herzen, he disputes the idea of a historical libretto from which the singer cannot deviate. He cannot see how determinism and cultural diversity could realistically co-exist. There is no general direction to history, no wagon-train which will one day grind to a halt at some pre-destined site.

Hence Berlin's discussion of glasnost, nationalism and the ideological ferment which was then bubbling in Eastern Europe betrays no triumphalism. The liberal democracy in which he believes may be spreading the world over, but there is no inevitability in this. He shies gracefully away from the seer's laurels.

Where Berlin's judgment falters, is that he underestimates the appeal of his ideals to the young. "They seek absolutes," he reflects, "and that usually, sooner or later, ends in blood." Yet current interest among young people in human rights, constitutional reform and the meaning of citizenship owes far more to Berlin's ideas than to socialism or the *laissez-faire* ethics of the New Right. His words are inspirational and I am grateful to Jahanbegloo's book for reminding me of this.

Crisis? Oh yes, that IMF crisis

Peter Riddell

GOODBYE GREAT BRITAIN
The 1976 IMF Crisis
By Kathleen Burk and Alec Cairncross
Yale University Press, £18.95

went to the IMF, who said he was sure the British were bugging his phone at his London hotel. That did not, however, do the British side much good.

Reading the book as a journalist who reported on the events, I am constantly struck by the tendency of newspapers to impose a pattern and coherence where there is confusion and uncertainty. While the press got the broad direction right, it failed to appreciate all the strains in relations between the Callaghan government and IMF.

The authors reasonably conclude that the visit of the IMF was absolutely necessary. Governments that wish to borrow money need the confidence of lenders; the British government had lost this confidence, and the imprimatur of the IMF was required for its return. The Callaghan government had no choice, but ministers disagreed about what was necessary or indeed about what was wrong. It required all of what Burk describes as "Callaghan's political and management skills" for the government and Labour party to remain united.

In one sense the sceptics were right: the necessary actions had already been taken to correct the mistakes of the 1972-1975 period. The tighter controls on public spending helped result in a larger fall in spending in 1977 than anything contemplated by the IMF. The IMF measures had little

direct impact on output or employment, certainly not the feared deflationary squeeze, since activity recovered in 1977-1978. But that does not mean they were unnecessary: the markets and foreign governments were worried that past errors could be repeated.

Healey's letter of intent to the IMF provided a policy framework against which future policies would be judged. The authors are therefore wrong to argue that "the visit of the IMF mission and the agreement made no lasting change either in government or in followers, neither in expectations nor, in due course, in activities".

Sir Alec's claim that, "apart from the continued issue of monetary targets (which were rarely hit), economic policy in the last years of the Labour government differed little from what it had been before the arrival of the IMF", is misleading. Not only did Labour leaders accept the need to contain public spending, but the publication of monetary targets itself imposed a discipline which led in autumn 1977 to the uncapping of sterling and in 1978 to increases in interest rates.

The Callaghan government

ended in tears because of the breakdown of incomes policy and there was no conversion by the Labour party (or even the Treasury) to monetarism. But the IMF crisis formalised a shift in policy which was taken forward by Mrs Thatcher. It was both necessary and a turning point.

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Duke of boots, but no bad hat

Michael Carver on a military portrait of Wellington, who called his men 'the scum of the earth' and despised reform, yet whose ideas and example still inspire the army's conservative ethos

Books about Wellington or Waterloo or the Peninsular War appear year after year. What is there new to say? Nothing, of course, such reams have been written. The Duke complained about it in his lifetime. Listing the sources takes seven pages. So the success of yet another concoction depends on the mixture, and Lawrence James proves an excellent literary and historical cook.

Although he calls his book a military biography, he does not go into great detail about the battles. He gives clear outlines, sufficient to enable the reader to understand the main features. Regrettably almost all his explanatory diagrams lack an indication of the points of the compass. He sets out to provide a picture of Wellington himself, of his character, of his military and diplomatic skills and methods; of the political and military background to his career; and of the nature of the forces he commanded and opposed.

The point he applies to his canvas is derived from an extensive use of a very wide range of original sources, brushed on in the form of brief quotations. His is an impressionist, at times almost a pointillist, form of work. It is backed by meticulous referencing, which unfortunately does not extend to the few quotations from French sources.

In the earlier part of the book, before the familiar story of the Peninsular War is unfolded, the author at times confuses the reader when he attempts to paint the general background to events before the story has got as far as the events themselves. But the Iron Duke's characteristics are well described: his down-to-earth common sense; his attention to detail and insistence on seeing to everything himself; his careful husbanding of resources, human and material; his tolerant cynicism,

broken by occasional outbursts of anger, especially at incompetence or idleness in his subordinates; his cautious generalship.

All these somewhat negative attributes were enriched by the sharpness of his mind, rapidity of decision and resolute action on the battlefield. He saw clearly and immediately the essentials of the problem, whether tactical, strategic or diplomatic. He was not easily fooled by anybody or anything. He was a realist to the core.

This reinforced and was reinforced by his conservatism. He did not believe in anything new-fangled, and deeply distrusted airy-fairy ideas put forward by reformers of any kind. Not for him theories of war. One dealt with the immediate problem as best one could with what one had to hand. His ingrained conservatism had a baneful influence on the army after Waterloo. It must be held largely responsible for the fact that the army in the Crimea, 41 years later, was still organised as it had been at Waterloo and fought in the same way, under the command of Lord Raglan, who had been the duke's aide-de-camp in that battle.

THE IRON DUKE
A Military Biography
of Wellington
By Lawrence James
Weidenfeld & Nicolson, £20

forced by his conservatism. He did not believe in anything new-fangled, and deeply distrusted airy-fairy ideas put forward by reformers of any kind. Not for him theories of war. One dealt with the immediate problem as best one could with what one had to hand. His ingrained conservatism had a baneful influence on the army after Waterloo. It must be held largely responsible for the fact that the army in the Crimea, 41 years later, was still organised as it had been at Waterloo and fought in the same way, under the command of Lord Raglan, who had been the duke's aide-de-camp in that battle.

Lawrence James paints the familiar picture with skill at a length which will be popular with many readers. He does not indulge in speculation as to how it was that Wellington acquired these characteristics. It was in India that he developed them into the mould which became so familiar in Portugal and Spain. But he was

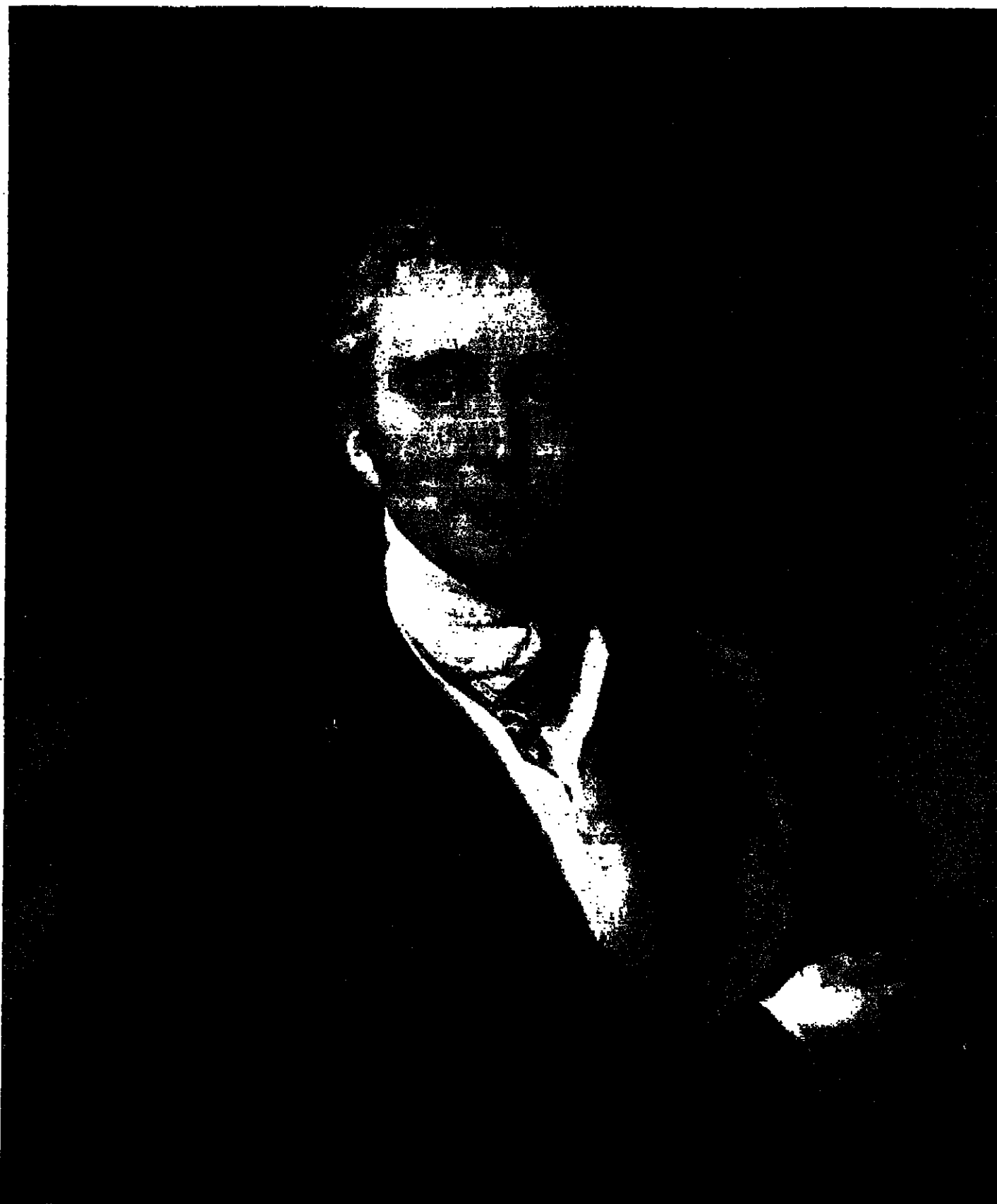
already displaying them when, aged 25 and with no previous military experience and practically no training, he led the 33rd Foot in the disastrous campaign in the Low Countries in 1794, marching up the hill and down again under the command of the Duke of York.

Were his characteristics inherited? Certainly not from his feckless, musical father, the 1st Earl of Mornington: possibly from his unsympathetic old dragon of a mother, born Anne Hill, so crusty that she was known by her family as *La Vieille Croûte*. Nor were they shared by his sister and four brothers, who were all very different. His education and upbringing were no different from those of his very different sister and four brothers, apart from the year he spent at the French Royal Cavalry School at Angers in 1786.

Going away there by himself at the age of 17 may have contributed to his self-reliance. "I like to walk alone," he told his brother Henry, later Lord Cowley, in 1801. But that experience could hardly have transformed him. One explanation could be that he saw all the faults of his eldest brother Richard — faults that, as Wellington's superior in India, he was to display to the full in later years — and was determined to avoid them. He certainly succeeded in that.

The British army, faced with "Options for Change" two centuries after Wellington was commissioned into its ranks, is faithful to his legacy. It is loyal to the splendid example he set of leadership, in and out of battle; but also, in some quarters, to the conservatism which dogged the army through the rest of his long life, and has infected it ever since.

Field-Marshal Lord Carver is a former chief of the defence staff and a military historian



A portrait of Arthur Wellesley, 1st Duke of Wellington, by a member of the circle around Sir Thomas Lawrence

Georgian gossip from Dublin town

Aisling Foster

LETTERS FROM GEORGIAN IRELAND
The Correspondence of Mary Delany 1731-68
Edited by Angelique Day
The Fries Press, £17.50

Notwithstanding which, he fought upon his stumps.

The Delany were quickly drawn into Dublin Castle life, the Big House world. As the editor notes, the English Mrs Delany does not seem to have taken much interest in "the traditions of the local inhabitants". Nor does she appear to have made much contact with the natives in her own house. Servants were often recruited on the couple's three-yearly visits to England and Mr Delany's nieces were given positions in the household. Nonetheless, the writer is sympathetic to the poverty of her adopted country. When England's trade laws threaten to ruin the

Irish cloth industry, she makes a point of dressing in Irish fabrics, proudly claiming to have set a fashion in Dublin Castle.

Yet the Penal Laws were still in force, if only nominally, forbidding Catholics to own land, enter parliament or hold public office. It is interesting to read of a new friend, Miss Crilly, a nun: "I don't call upon her so often as I should like to, as people are so offended here if these nuns are much taken notice of." Dean Delany's own religious duties seem light, though his wife makes constant reference to the hard work he undertakes during his summer visits to Down.

Religion does not impinge much on daily life. The pursuit of pleasure, beauty, learning and debate are motivating factors in the Delany household, though the

writer is resolutely unimpeccable. Recounting an evening with a bluestocking who fluently translated the *Iliad*, she notes that so much learning may have "taken her off from an attention to little polishings of behaviour that are very becoming to all ages".

Education is taken seriously, and children are greatly indulged, often to the disapproval of the childless Mrs Delany. She is baffled by the self-exile of a Mrs Hamilton to Finglas to be near a good day-school for her son.

Reading such nuggets, one becomes even more aware of the book's lack of even the most rudimentary biographical section. Sybil Connolly's introduction (sublimely smug, like Mrs Delany herself) seems to suggest that this collection is designed as no more than a pretty book to be dipped into at bedtime. If so, it is a missed opportunity.

"Between friends", notes Mrs Delany, "no circumstance is ever trivial". One sometimes wonders whether her correspondents felt a sinking of the heart at yet one more relentlessly cheery account of the gardening, painting, chaircover embroidery or the ordering of a silverureen (inexplicably glossed as "earthenware"). But details become bizarrely riveting with the simple passage of time.

Transfigured night of Ulster

David Park's *The Healing* deserves to be numbered among the finest first novels of this or any other year. The author, a 38-year-old teacher of English at a mixed grammar school, has virtually no links with other writers in Northern Ireland. His only previous work was a superb collection of short stories, *Oranges from Spain*, which appeared two years ago. Taken together, these two books represent a literary transfiguration of the horror. Park's writing is part of the resistance to fear and brutalisation which terrorism has unintentionally produced.

The Healing, as its title implies, is concerned with the unseen wounds inflicted by political murder: a boy sees the shooting of his father, a part-time soldier; a devout father finds that his son is a terrorist. How do flesh and blood bear such suffering? Park's answer is, like the culture of the Ulster Protestants from which he springs, theological. Unlike their politicians, he can make their mentality comprehensible, even likeable. He explores what might crudely be called the metaphysical problem of communal evil.

He does this through the eerie silence of Samuel, the child struck dumb by sorrow, and the prayers for deliverance of Mr Ellison, the old man who has kept in ledgers newspaper cuttings of every terrorist victim, and whose messianic hopes for the province are vested in Samuel. Those hopes are, of course, destined to be dashed. Samuel must heal himself; he cannot help Mr Ellison. The latter and his son Billy move towards their sacrificial fate like Abraham and Isaac, but minus divine

intervention. Kierkegaard would have approved.

All this might strike the reader as abstract, even recondite, were it not for Park's relentless realism. He has observed the sidishows and unconsidered trifles of Ulster life at least as carefully as the high drama of "the troubles". Delicate scenes such as that in which a colonel and the army chaplain visit Samuel's mother to offer her financial help are handled with effortless verisimilitude. The moral chaos on the edge of which Samuel finds himself when his mother moves to Belfast is unforgettablely suggested when the sinister Billy takes the boy with him one night as the bonfire burns in a Bosch-like vision of hell.

The underlying message is that individual healing can happen, even within a community that is for the present beyond collective redemption. David Park offers no panacea, no escape clause: only this thought, voiced by Samuel's mother when she decides in the end to leave Belfast and return home: "It's not us that have anything to be ashamed of, it's not us that need to hide our faces from the world."

By focusing on the unfashionable plight of the families linked to the security forces, Park risks accusations of a hidden loyalist agenda. Such charges would be unjust. In his stories Park looked at the problem from every point of view: Catholic as well as Protestant, the joyrider and the urchin who shouts abuse at a dying soldier. *The Healing* does not seek to assign blame for the troubles. Park's subject is the human condition, refracted through the prism of a province martyred by its own sons.

Daniel Johnson

THE HEALING



By David Park
Jonathan Cape, £13.99

Guillotining goes like clockwork

The circus is back in town. Heralded by a fanfare of extravagant literary comparisons — mainly with Patrick Suskind and Umberto Eco — Allan Kurzwel's first novel, *A Case of Curiosities*, makes its entrance. And certainly, in the studied artificiality of its structure, the eccentricity of its characters and its well-researched evocation of period, the book has more in common with works by European exponents of the Gothic romance than with contemporary American realist fiction.

In its fascination with the recondite and the bizarre, the book also recalls Georges Perec's *La vie mode d'emploi*. Just as the fiendishly intricate jigsaw puzzles of Perec's Gaspard Winkler form the central motif of the former, so the reader of Kurzwel's book is invited to construct, from a selection of apparently disconnected fragments, an entire history.

The novel opens with the discovery, in an auction room in Paris, of a case of curiosities, containing a shell, a stuffed bird, a watch and so on. This is an analogue for the novel itself. Each object in the case corresponds to a different stage in the life history of the main protagonist, Claude Page — a naive, freakishly gifted young man with a predilection for mechanical invention. We follow Claude from his childhood in rural, pre-Revolutionary France to his eventual success as a maker of automata and travelling showman — a

career brought to an abrupt end by the Terror.

So far so good. And if schematic ingenuity were all that were required of a novel, then this book might justify its hype. Unfortunately, Kurzwel is never able to animate his collection of oddities and arcana into anything resembling a coherent narrative. Like the miscellany of objects around which it is structured, his novel remains lifeless.

There are two reasons for this. The first is that the author's preoccupation with mechanistic artefacts seems to extend itself to his treatment of character. Everyone in his book is grotesque in one way or another, from Claude himself, to the gallery of rogues and misfits he encounters: the eccentric aristocrat, the gargantuan coachman, the pornographic-book seller and the wet-nurse with a heart of gold.

Kurzwel's characters are as devoid of psychological complexity as his protagonist's celebrated automaton, the "Talking Turk". And while he can get away with his depiction of more solemn moments has the tinnest sound of bathos ("He pounded his hands against the mannequin, mind-

Christina Koning

A CASE OF CURIOSITIES



By Allan Kurzwel
Hamish Hamilton, £9.99
BLUE RIVER
By Ethan Canin
Picador, £13.99

lessly murmuring "Why? Why?" The second important deficiency in the work is, if anything, more serious, because it is harder to correct. The depiction of character

can be worked on, but a bad style is something you cannot do much about. And, for all its ostentatious erudition, this is a badly written book, displaying its author's deafness to language on every page.

Kurzwel's writing mixes around phrase-making with anachronistic colloquialism in a way that is often unintentionally hilarious. Characters "chomp" their way through the courses of a banquet; they are "in shock" at bad news; they are *au fait* with "dress codes"; "diapers" and "tearjerkers". Of course, it would be unreasonable to expect the author to be able to reproduce the elegant austerities of 18th-century prose in what is, after all, no more than a contemporary *Bildungsroman*, in fancy dress. But it is hard not to be reminded, when confronted with this down-market *Candide*, this Hollywood pastiche of *Le Rouge et Le Noir*, of how much better the real thing can be.

The only thing that links Ethan Canin's first novel, *Blue River*, to Kurzwel's book is no more than a coincidence: the central character of each has a deformed hand. Whether this is an incidental detail or symbolically significant is left, in Canin's book at least, for

the reader to decide. Such reticence is characteristic of Canin's style and the novel as a whole.

Briefly, the book is a study of the relationship between two brothers — one a successful ophthalmologist, the other a hopeless drifter. Its opening sequence takes place in the prosperous Californian suburb where the narrator, Edward, the "successful" brother, lives. The arrival on his doorstep one Sunday morning of his elder brother, Lawrence, whom he has not seen for almost 15 years, sparks off painful recollections which Edward, secure in the bourgeois comfort of his chosen lifestyle, does his best to suppress.

But once the genie of the past has been let out of its bottle, it cannot easily be conjured back. Through Edward's reluctant eyes, the author explores the brothers' shared history, and the chain of random circumstances and unspoken hostilities which have made them what they are. Canin's writing is sharp and assured, as anyone familiar with his short stories might expect. The novel form, however, gives him a chance to develop his considerable talent for character-drawing. This is a novel in the great American tradition of realist fiction: quiet, undramatic (even in the depiction of highly dramatic events) and elliptical. It is the kind of book that will continue to be read for the accuracy of its observation and felicity of style long after the circus has left town.

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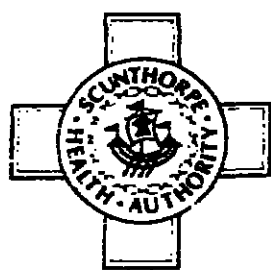
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To do full justice to this role whoever is appointed will have a successful marketing track record in established industrial markets with experience of all the facets of new product development and promotion to a sophisticated international customer base. Applications are therefore invited from graduates with highly developed numeracy and literacy skills. The ability to use a computer as an essential management tool in the assimilation and interpretation of complex data coupled with experience of working in a TQM environment are pre-requisites.

This is a "fast track" appointment and success in this job will lead to senior general management responsibility within the company. The remuneration package includes a competitive salary, fully expensed car, executive pension scheme and other usual big company benefits. Relocation assistance is available should this be necessary.

Applicants should send in strict confidence their CV (including current salary) together with a covering letter identifying how they meet the recruitment criteria to:

Dick Degenhart or David Travis (ref. 1018), Dick Degenhart & Partners Limited, Management Search & Selection, Swan Centre, Fishers Lane, London W4 1RX. Tel: 081-894 9288 (office hours); 081-894 2157 (evenings); Fax: 081-894 9288 (24 hours)

Are you at the
crossroads of your career?

If redundancy looms, or you are disillusioned or unemployed and unsure of which way to turn, contact our specialist career consultants.

We have been providing personally tailored career management programmes for executives earning £20K plus for over 40 years.

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Call to arrange an appointment with no obligation, or send your CV (lines open 24 hrs).

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MANCHESTER 061 228 0000 - YORKSHIRE 0532 426102
GLASGOW 041 332 1552 - BIRMINGHAM 091 452 6380

CHUSID LANDER
35/37 Fitzroy Street, London W1P 5AF

Managing Director

Salary + Bonus c.£70K + Car + Benefits
London Based

A young, rapidly growing direct selling company in the FMCG field is looking for a Managing Director with considerable direct selling experience which should include network marketing.

The successful candidate will ideally have experience of all stages of company development, from start-up to maturity. The person appointed will have the maturity and experience needed to guide the Company through its current meteoric growth phase, through the challenges that inevitably occur when that growth settles down, and through the re-organisation that will then be necessary in order to establish a secure basis for continuing development.

Plans are in hand to launch a company in Germany and subsequently in France and Spain.

There are no restrictions, within reason, on age, although applicants must be "young" in outlook, energetic and very fit. Sound experience and a proven record of success will be the key considerations.

Please write with CV, telephone or fax in complete confidence, to: David Nicholson or John Broom at Astron Appointments Limited, 20-24 Uxbridge Street, Kensington, London W8 7TA. Tel: 071-229 6423. Fax: 071-221 7594



RECRUITMENT CONSULTANTS

ESTABLISHED 1975

Royal Philharmonic Orchestra
MANAGING DIRECTOR

The Board of this international symphony orchestra is seeking applications/nominations for the position of Managing Director. The RPO is a self-governing orchestra with an annual turnover in excess of £7 million and is actively pursuing policies that will consolidate its significant role in the international recording and touring market.

Applications/Nominations to:

The Company Secretary, RPO Ltd.,
16 Clerkenwell Green, London EC1R 0DP

EUROPEAN SALES MANAGER

PROFIMATICS, INC., an established world leader in process automation technologies seeks an experienced European Sales Manager with ten or more years of experience in direct technical sales or technical sales support to the oil refining and petrochemical industries and very knowledgeable in their technologies and processes. Also required is an awareness of process simulation, advanced process control and modern instrumentation. Must be fluent in English, an MBA and fluency in European languages will be a plus. After an initial orientation period in Profimatics Headquarters in Thousand Oaks, CA, the European Sales Manager will be based in Profimatics European headquarters in Hamburg, Germany and will head Profimatics sales effort in Eastern and Western Europe.

This position offers an outstanding salary and bonus program.

For immediate consideration, send your resume to:

PROFIMATICS, GmbH
Haderslebener Strasse 1, 2080 Pinneberg, Germany
Attention: G. Dwertmann, General Manager

DISSATISFIED OR REDUNDANT
YOU ARE NOW SEEKING THE RIGHT
SENIOR CAREER OPPORTUNITY

We can help you decide on the most rewarding career path and how to achieve it. As career guidance specialists for Directors and Senior Managers, we have the expertise to counsel and professionally assist you with professional growth to the most successful job market. Take the first step today. Come and talk to us without obligation and turn a dilemma into an opportunity. Government assisted loan scheme available to suitable applicants. Full details on request.

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Tel: 0494 457291
Fax: 0494 459543

SALES DIRECTOR

Hertz, the largest vehicle hire company in the world, have been at the top for nearly 75 years.

As a business strategy, product innovation and technical development have been the power behind our success – but it's our total commitment to service excellence and to our staff that drives us forward. We're looking for a Sales Director who understands that ethic, and can develop the potential and productivity of an effective Sales Team even further.

Roughly half your time will be spent developing relationships at senior level with clients from a range of industries – including travel, oil and IT – and seeking out new business. In the planning aspect of your role, you'll set sales targets, then monitor them to ensure they're achieved.

Ideally a graduate, you will currently be a Sales Manager or Director in a service industry (preferably travel related), with at least 3 years experience at this level. A natural and compelling communicator, your personal authority and flair for presentation will be complemented by your sound commercial acumen and team leadership skills. Flexibility and mobility are also essential. Wherever possible, it's our policy to promote from within; so the right person will find very real prospects for promotion in the UK and in Europe. The salary and benefits package offered fully reflects the seniority and influence of your role.

Please apply with CV and details of current compensation to Rita Hayes, Personnel Manager, Hertz Rent-a-Car, Radnor House, 1272 London Road, Norbury, London SW16 4XW.



THE TIMES

APPOINTMENTS

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MONDAY

Education: University
Appointments, Prop & Public School Appointments,
Educational Courses, Scholarships and
Fellowships with editorial.
La Caisse de la Crème
Secretarial appointments.

TUESDAY

Legal Appointments:
Solicitors,
Commercial Lawyers,
Legal Offices,
Private and Public Practice with editorial.
Public Appointments.

WEDNESDAY

Creative & Media Appointments with editorial.
La Caisse de la Crème
Secretarial appointments.

THURSDAY

General Appointments:
Management, Engineering,
Science & Technology, with editorial.
Accountancy & Finance.
La Caisse de la Crème
Secretarial appointments.

FRIDAY

International Appointments:
Overseas Opportunities.

c.£70,000 + Bonus
+ Banking Benefits

Global Merchant
Bank

City

Strategic Research Support-Europe

A new and substantial management remit for a talented and responsive mind to make a real impact in one of the world's banking "Global Elite". The Bank has a highly focused and successful strategy across the full range of investment banking activities, generating record levels of profitability and ROE. The position is to lead and manage an established research team located across the European network, actively supporting the fee earners in assessing a broad range of industries. The position reports to a senior Managing Director.

THE ROLE

- Manage a European network of analysts, providing industry-specific strategic research studies to fee earners across M&A, Debt and Equity Advisory and Client Coverage. Commission outside consultants where necessary and manage the delivery of the final product.
- Coordinate the flow of information across the European research network. Ensure a cross-fertilisation of ideas for new client oriented and proprietary projects combined with a high quality responsive service.
- Build extensive internal relationships and a reputation for quality delivery with key business producers. Strong influence on the direction of information management and commercial databases to maximise the delivery of the strategic research product.

THE QUALIFICATIONS

- Quality graduate, probably mid-30's and upwards with a professional analytic or research background, managing teams and processes, probably in a strategic consultancy, corporate development unit or merchant bank.
- A manager with refined, efficient project skills and an ability to nurture talent. Proven high standards and a sharp strategic intellect.
- Excellent communicator with the ability to prioritise and manage client requests in a highly demanding and changing environment. Service oriented with the confidence and presence to carry an opinion.

London 071-973 0889
Manchester 061-941 3818

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref 5764032L,
16 Connaught Place,
London, W2 2ED
071-973 0889

c.£80,000 Package
+ Benefits

Multinational
Construction Company

London

Business Development Director

UK subsidiary of a major player in the international construction industry with a top class pedigree and a worldwide reputation for innovation and build quality, seeks a first class professional to work alongside the Managing Director in planning and developing further an established UK business. Stretching remit to coordinate business development and marketing activities across a Europe wide client base. Would suit successful sales/business development executive with construction industry background and general management credentials seeking an international career opportunity with a world leader.

THE ROLE

- Reporting to the Managing Director with responsibility for developing a marketing and sales strategy to expand the UK business by broadening the client base.
- Providing an external focus, promoting and representing the company's advanced capability and impressive project portfolio, in coordination with European headquarters.
- Key role as a member of the Executive Management Team, participating fully in the development of company strategy and future direction.

THE QUALIFICATIONS

- Graduate calibre, likely age late 30's plus. Professionally trained with a background in a blue chip construction or related company desirable.
- Outstanding achiever with a successful track record in marketing and business development within a service orientated and quality driven organisation.
- Polished presenter with stature and maturity at Board level both internally and externally. An internationalist with cross-cultural empathy and flexibility.

London 071-973 8484
Manchester 061-941 3818

Selector Europe
A Spencer Stuart Company

Please reply, enclosing full details to:
Selector Europe, Ref 5554032L,
16 Connaught Place,
London, W2 2ED
071-973 8484

Marketing Manager c.£40K plus car

This is a new position reporting to the Director - Sales and Marketing with a brief to develop appropriate marketing plans for the countries in which they operate. Initially the emphasis will be on researching market needs and implementing appropriate communications strategies. Your role will have a major impact on the future planned growth of my client's business.

A professional marketer with a degree, you will already have substantial experience in the Life Assurance and Financial Services market, ideally with international exposure. You will also need to demonstrate your application of marketing to achieve successful growth of a range of products.

This is an outstanding opportunity to develop an international career with a high profile organisation. It demands an individual who can act independently, and with maturity, within a team environment and who is confident of being measured against their personal contribution.

International Financial Services

A premier international financial services group, my clients has an excellent reputation for its products and innovative approach. To build on their market leading position they are looking for two high calibre, goal orientated professionals.

International travel will be a feature of both roles, in particular for the Legal Manager, and thus language skills, although not essential, would be a definite advantage.

In addition to an excellent remuneration and benefits package my client is offering relocation expenses, where appropriate, to their offices in the South of England.

Please write to me, Murray Fraser, Director, Macmillan Davies, Colston Centre, Colston Street, Bristol, BS1 4UX, tel. (0272) 251351 quoting reference MD2702M (Marketing Manager) or MD2702L (Legal Manager).



Macmillan Davies

SEARCH & SELECTION

Legal Manager c.£45K plus car

This new and innovative role, reporting to the Director - Business Development will provide the legal support necessary to assure entry to, and establishment in, new territories. There will be substantial involvement in feasibility studies and new product development necessitating an exceptionally high calibre professional capable of rapidly grasping the essentials of the legal system in the relevant country.

You are likely to be a qualified lawyer, possibly in practice or already in a blue-chip commercial environment. You must have substantial experience of financial services products and have an ability to explain complex issues in layman's terms.

Crisp analysis, good judgement, decisiveness and an ability to resolve complex issues effectively and quickly are key requirements for this high profile role which offers extensive potential for both personal and career development.

PERSONNEL MANAGER

c. £35,000 Plus Car And Benefits
Computer Industry, Hemel Hempstead

Established in the UK for over 20 years, we have an outstanding record of sales and profitability and are highly focused to maintain this trend, leading to a stock-market flotation in early 1993. The UK company employs 1,500 professional staff in sales, service, software, development and manufacturing and the organisation is structured into four vertical Business Units which are:

- Police and Government
- Commercial and Finance
- Health
- Local Government

The Company markets a wide range of solutions-based application software on proprietary and Unix hardware.

The personnel team is small, highly skilled and pro-active, encompassing both the UK and International operations (a further 600 staff). The position, one of only two UK Personnel Managers, offers a broad scope for professional development in selection, management development, counselling, compensation and benefits, and a broad range of personnel responsibilities including employment law.

We are seeking an experienced professional, a graduate aged 28 plus with sound demonstrable business and personnel credentials, gained in an operational role with, preferably, a specialised background at some stage in his or her career. This is a broad role with many challenges in a dynamic and highly competitive industry which is results and profit focused.

Please send your CV to John Paterson, Personnel Director, McDonnell Douglas Information Systems Limited, Boundary Way, Hemel Hempstead, Herts HP2 7HU. Tel: 0442 274022. Fax 0442 212473.

**MCDONNELL DOUGLAS
INFORMATION SYSTEMS**

Channel Marketing Specialists

Excellent salary plus car and benefits, Berkshire

Microsoft is one of the world's most influential software organisations. The company is universally recognised as shaping the PC environment with innovative products such as Windows, Word for Windows and Excel.

The UK operation based near Reading, Berkshire, is a dynamic, fast moving environment which offers rapid personal development and career progression.

For a confidential discussion call Claudia Nelson or Peter Kelly today between 4.00pm & 6.00pm on (0494) 463232, or weekdays during normal working hours, or write with a full CV indicating current salary details, quoting ref. ST8392M to, Wardswell Marketing Selection, 4 Cliveden Office Village, Lancaster Road, High Wycombe, Bucks HP12 3YZ

Channel Programmes Manager

You will play a key role in developing the channel distribution strategy, using both internal and external resources, as well as defining the long term strategy in the changing software market.

Ideally aged 26-35 with a marketing degree and 4 years experience, you will have a thorough understanding of both channel marketing through distribution channels and classical marketing skills (possibly gained outside the IT sector).

Product Manager - Upgrades

In this high profile role, your brief will be to product manage Microsoft upgrades.

You will be a successful results orientated marketer, with the ability to implement effective, creative direct marketing programmes.

Ideally aged 26-35, of graduate calibre and 4 years relevant experience, you will have exceptional communication, interpersonal and marketing skills.

Microsoft

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

POWER PLANT
CONVERSION

Combined Cycle

Far East

NEI Parsons are an integral part of the worldwide Northern Engineering Industries Group, specialising in the electrical generation industry. Since the company's founding in the last century they have been in the forefront of the turbine generator industry, with an impressive record of technological development and are renowned worldwide for the dependability of their generating units.

The success of the company continues to grow and with the finalising of the award of a major contract to convert open cycle power plants in the Far East to combined cycle operations.

The requirement is for an experienced Project Director and one or more Site Managers to run these prestigious projects in an interesting and challenging country.

PROJECT DIRECTOR

The Project Director will be responsible for the day to day running of the projects ensuring their completion on time, to budget and to specification through installation and commissioning to handover to the customer. The successful candidate will also be responsible for all local engineering resources - Civil, Mechanical and Electrical.

The ideal person will come to the project with a good knowledge of South East Asia coupled with considerable experience of running projects both commercially and technically, preferably in the power generation field. 22321/ST.

Interested candidates should submit a comprehensive career resume quoting the reference number indicated. The confidentiality of all approaches is strictly guaranteed.

Overseas Package

Reporting to the Project Director, the Site Managers will be responsible for the day to day operation of the site, co-ordinating and supervising all site personnel to ensure that the build and commissioning stages of the project are completed on time, to programme specification and budget.

It is essential that the candidate has a good knowledge of overseas contracts and preferably, experience in South East Asia. Demonstrable site experience is required together with a hands-on approach to co-ordination and supervision. 22322/ST.

Varley Walker & Partners, St. James House, 17 Horsefair, Birmingham B1 1DB. Tel: 021-622 1133. Fax: 021-666 6955.

Varley-Walker

Human Resource Consultants

LONDON BIRMINGHAM NEWCASTLE MANCHESTER GENEVA

Information
Systems
ConsultantsSecurity &
Business Continuity Planning

■ As one of the leading firms in the professional services industry, Ernst & Young Management Consultants is continuing to grow through providing innovative business solutions to leading institutions.

■ Within the Information Systems Practice, the IT Management group recognises the value of systems security and business continuity planning to our clients and is looking for consultants who will play a leading role in the development of these areas by providing specialist expertise on varied and challenging assignments, including security policy development, risk assessment, security review and business continuity planning.

■ In order to strengthen our resources to meet client demand we are currently recruiting:-

■ A Security Specialist with a proven record of achievement in security management or consultancy. IBM mainframe system security experience is highly desirable.

■ A Business Continuity Planning Specialist with a proven record of achievement in business continuity, contingency and disaster recovery planning.

■ Both positions require highly developed business skills and experience of managing the implementation of security measures as well as more general IT risk management experience. A broad based IT background, with experience of working in areas other than information systems security would be a definite advantage.

■ If you are currently working for a consultancy, multinational corporation or bank and are looking for the opportunity to build your expertise, apply in confidence to Emma Hunt, Human Resource Manager, Ernst & Young Management Consultants, Rolls House, 7 Rolls Buildings, Fetter Lane, London EC4A 1NH, quoting reference number ITM24.

ERNST & YOUNG

Corporate Account Executive

£35k OTE + Car * Herts

NEXT GENERATION TECHNOLOGY

A global force in telecommunications, Hutchison excels in both 'Total Quality' service and innovation as it introduces a new generation of value-added portable communication technologies ranging from Telepoint and Paging through to Cellular Telephones and Public Mobile Data.

The Group is constantly moving forward offering new personal communication networks, one of the latest being the National Paging Service from Hutchison Paging in Hertford, providing the UK business community with a long-awaited system. With further plans to revolutionise the UK paging industry, in line with our dramatic transformation of the sector elsewhere in the world we are looking to further strengthen our corporate account function.

Joining a team of executives, the collective responsibility is to implement corporate account strategy and penetrate target markets in the promotion and sale of our paging and associated products.

Working to strict pre-determined objectives, this will involve test marketing the company's products and services within specific target markets, preparing accurate analytical documentation with which to carry out strategic promotional activities and, ultimately, achieving on-target sales.

With a minimum of 5 years' successful sales within the Corporate Account Market, the successful candidate must be able to demonstrate substantial experience of the Paging/Telecommunications industry.

In addition to an excellent salary and fully expensed car including mobile phone and pager, the benefits include 23 days' holiday, company pension and private healthcare. If you fully meet the above criteria and would like to apply, please send a full CV to The Personnel Department, Hutchison Telecommunications (UK) Limited, The Chase, John Tate Road, Foxholes Business Park, Hertford, Herts SG13 7NN.

Closing date for applications 20th March 1992.

NO AGENCIES please.

Hutchison
Telecom

IT Group Manager

As a well established PLC Group, our client has built a reputation as one of the UK's leading industrial distributors to the construction and manufacturing industries.

A further £3m investment in IT requires the strengthening of Group Information Systems Management. Reporting to the PLC board, this position carries responsibility for the strategic development and implementation of systems and networks across all group companies.

Your background should include at least five years' experience of managing a business focused IT department. Ideally gained within a multi-site distribution or manufacturing environment. You should possess strong business acumen together with a sound understanding of systems development, networking and voice communications. Knowledge of Data General systems and distribution related software applications would be advantageous.

This is a high profile position offering an excellent opportunity to make a major impact on the business.

To apply, please send a comprehensive CV, including current salary details, to Steve O'Brien quoting reference MD2929, at Macmillan Davies Consultants, Salisbury House, Bluecoats, Hertford, Herts SG14 1PU. Tel: (0992) 552552.

c. £40,000 + benefits

East London



Macmillan Davies

SEARCH & SELECTION



New Career Destination

INTERNATIONAL MARKET MANAGER

A young graduate-level professional in sales and marketing, you'll have the ambition and the energy to take on an international challenge as part of our rapidly expanding overseas business development operation at Jeyes International.

Based at our company headquarters but with a considerable amount of overseas travel, this exciting role will involve you in developing international business markets for the Jeyes Group's highly successful profile of household and hygiene brands.

With experience of the international business world, essentially in Imcg but

not necessarily in health and hygiene, you will have a good knowledge of export marketing together with excellent negotiating skills and an ability to capitalise on areas of development. You will also be fluent in at least one European language including Spanish.

To reward your commitment and contribution to this growing area of our business, we will offer you a highly competitive salary and benefits package. This includes prestige car, BUPA, full expenses abroad and relocation package. We can also promise you the opportunity to develop your potential within a dynamic and highly successful organisation.

If you would like to discover a new destination for your expertise, then please write, enclosing full CV to Mrs A Bettridge, Personnel Manager, Jeyes Group plc, Brunel Way, Thetford, Norfolk IP24 1HA.

JESYES
GROUP

plc

Branch
General Managers
HARTWELL PLC

Basic salary £35,000-£40,000 plus high bonus potential, car and other senior executive benefits

Having recently purchased seven large dealerships, with more acquisitions planned, the Company has the need of more high calibre professionals to join its management team to further develop this highly successful Group now operating from over 40 locations throughout the UK.

The Jobs

- Branch General Managers responsible for bottom line performance
- Locations in areas throughout the UK.
- Full mobility is required
- Opportunities for career progression to more senior positions for good performers

The People

- University Graduates or similar
- Probably in their 30's
- Relevant hands on management experience in the motor or other retail sector.

All replies, which will be treated in strict confidence, must be routed through The Welbeck Group, Pantom House, 25 Haymarket, London SW1V 4EN

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Managing Director

New Value Added Systems Venture

To £60,000 + Bonus + Options

Flexible UK Location

Green field opportunity for an ambitious sales and marketing biased general manager to build a new business. Integrate enabling technologies to create accelerated growth in established markets.

THE COMPANY

- ◆ Provider of imaging related products and services to professional, commercial and industrial users.
- ◆ Well funded plc. Strong, flexible and change oriented management.
- ◆ Establishing new value added reselling operation to market integrated imaging systems.

THE POSITION

- ◆ Full profit responsibility for building a multi-million business. Reports to Chief Executive.
- ◆ Develop strategy. Market, sell, evangelise the application to diverse end-users. Work with R&D and third parties on systems development.

- ◆ Recruit and manage a small specialist team which can be expected to grow substantially.

QUALIFICATIONS

- ◆ Marketing and sales experience in a pioneering IT environment. Ideally success in a large, well established company and a smaller, entrepreneurial business.
- ◆ Knowledge of document/image processing systems' integration an advantage.
- ◆ Graduate calibre, probably 30-40. Vision, drive and commercial acumen. Management and leadership skills.

Please write, enclosing full cv, Ref SL1077
7 Shaftesbury Court, Chalvey Park,
Slough, SL1 2ER

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SL1077
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Managing Director

Specialist Leisure Group

to £50,000 + Outstanding Incentives

Midlands

An exceptional young leisure or catering industry professional is needed to drive the development of a large scale multi-site leisure chain. Opportunity for marketing and financial flair to make a real impact and be rewarded for results.

THE COMPANY

- ◆ British subsidiary of U.S. leisure group. Financially strong, highly profitable and well established.
- ◆ Owns and operates major specialist leisure centres, throughout the UK. £12m turnover.
- ◆ Exciting growth opportunities both organically and through acquisitions.

THE POSITION

- ◆ Great autonomy and full profit responsibility. Reporting to Group President in USA.
- ◆ Lead and motivate substantial staff through hand-picked unit managers.

- ◆ Spearhead development and enhance range of peripheral revenue earning services.

QUALIFICATIONS

- ◆ Fast track general manager with first class training from blue chip services group.
- ◆ Exceptional record for delivering added value in a multi-site, rapid turnover food, drink or leisure business.
- ◆ Financial acumen, entrepreneurial flair, marketing mentality.

Please write, enclosing full cv, Ref BL1070
NBS, Bennetts Court, 6 Bennetts Hill,
Birmingham, B2 5ST

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Contracts Manager

Strategic Role

c. £42,000 + Car + Benefits

Glasgow

Outstanding opportunity to restructure contract purchasing function in this major, fast moving and responsive service business. Quality and VFM initiatives have focused on the need for sophisticated new contracting procedures. This is a key position with significant career potential.

THE POSITION

- ◆ Pivotal role with strategic backdrop. Lead team of highly motivated contract professionals. Report to Contracts and Planning Director.
- ◆ Formulate and negotiate on contracts of considerable financial value developing systems to monitor adherence to contractual obligations.
- ◆ Achieve highest possible quality, efficiency and profitability levels.

QUALIFICATIONS

- ◆ Strong general and contract management experience in large and complex organisation.
- ◆ Graduate with demonstrable planning and analytical skills able to spot and exploit commercial opportunity.
- ◆ Entrepreneurial with vision, drive and determination. First class communication skills. Dedicated quality professional.

Please reply in writing, enclosing full cv,
Reference GL1080ST
78 St Vincent Street
Glasgow, G2 5UB

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BUSINESS AGAINST DRUGS

Executive Director

Top Salary

Central London

Commercial and financial responsibility for a newly established, pioneering national Charity. Provides a forum for education and cooperation between existing organisations dealing with the problems of drug, alcohol and chemical abuse and the business world. Impressive headway already made in funding projects and promoting awareness.

THE POSITION

- ◆ A new position reporting to the Trustees. Responsible for developing and managing an administrative office to support the Charity's strategic initiatives.
- ◆ Market educational and training material and programmes aimed at the business world.
- ◆ Liaison at top level with international charities, organisations and governments to promote cooperation and raise awareness.

QUALIFICATIONS

- ◆ Proven success at senior management level in the public or private sector.
- ◆ Strong financial skills are essential. Accountancy qualification preferred.
- ◆ An achiever with the energy and motivation to sell this important "product".
- ◆ Confident communicator with the stature to deal at all levels on an international scale.

Please reply with HAND WRITTEN letter,
enclosing full cv.

Reference SL1074
7 Shaftesbury Court, Chalvey Park,
Slough, SL1 2ER

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Market Research Manager

Telecommunications

c. £30,000 + Car

South East

Pivotal in-house role within extensive marketing department. High profile brand leader catering new growth markets. Suit pro-active research professional from blue-chip agency.

THE COMPANY

- ◆ Well known service oriented organisation spanning business to business and consumer markets.
- ◆ Marketing driven. Strong management team. Substantial investment programme.
- ◆ Young dynamic culture. Committed to quality.

THE POSITION

- ◆ Full responsibility for developing business enhancing research information and analysis. Reports to the Head of Marketing Planning.
- ◆ Initiate ad hoc and continuous projects including: image and awareness studies; competitive positioning; market investigations; marcoms tracking.

- ◆ Manage agency output. Control budgets.

QUALIFICATIONS

- ◆ In-depth experience of business to business and consumer market research. Consumer electronics exposure an advantage.
- ◆ Background in independent agency controlling major accounts and budgets. Broad qualitative and quantitative research expertise.
- ◆ Excellent communication and presentation skills. Able project manager. Business focused, creative and flexible. Graduate aged 28-35.

Please write, enclosing full cv, Ref SL1076
7 Shaftesbury Court, Chalvey Park,
Slough, SL1 2ER

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MANCHESTER • 0625 539953 • BRISTOL • 0272 291142 • GLASGOW • 041 204 4334

IS. Projects Manager

Wholesaling, Retailing and Distribution

c. £40,000 + Bonus

2 Year Contract - Dubai

High profile opportunity for an IT professional to lead change from the centre in multiple Middle Eastern operations for a major international group.

THE COMPANY

- ◆ Multi-billion turnover FTSE 100 company.
- ◆ Focused on wholesaling, retailing and distribution.
- ◆ Impressive growth internationally.

THE POSITION

- ◆ Head a project team to evaluate and implement a wide range of system upgrades across the region. Reports to Group Systems Manager.
- ◆ Produce feasibility studies, functional specifications and budgets; manage installations and acceptance testing. Build a project team.
- ◆ Work with local IT staff and senior management to drive change and optimise individual business performance.

Ensure compliance with group strategy.

QUALIFICATIONS

- ◆ Proven experience of information systems development and implementation management, including MIS, financial and EPOS applications.
- ◆ Graduate calibre with substantial project management expertise, ideally within a large commercial organisation.
- ◆ Profit oriented and structured approach. Line and matrix management skills. Change agent.

Please write, enclosing full cv, Ref SL1075
7 Shaftesbury Court, Chalvey Park,
Slough, SL1 2ER

S E

N

SL1075
SPECIALIST RECRUITMENT FOR THE
MIDDLE EAST

Head of Manufacturing Operations

Food Industry

c. £35,000, bonus, car

North West

This is an exciting and demanding opportunity to make a significant impact in a company that has ambitious growth plans. With a £10M worldwide turnover, and increasing rapidly the company, which employs approximately 150, manufactures a range of niche products both branded and own label for a wide range of customers including the major multiples. Commitment to growth and product excellence has brought about a major management re-structure with this appointment being key to the future plans.

Reporting to the Managing Director, responsibilities are for developing and controlling the total manufacturing strategy as well as directing day to day activities from production planning through to the final distribution of finished product.

Aged around 35 and ideally with a food technology background, candidates will have well developed management skills gained in a professional organisation, almost certainly related to the bottling or food canning industries. The ability to operate to short production time scales, reacting to customer and product demands is essential. Strong organisational and planning skills with the ability to operate in an environment where lines of communication and control are very direct are paramount.

An excellent benefits package is offered with future opportunities only limited by personal ambition and drive.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference. (S.T. 593C).

Howgate Sable

EXECUTIVE SEARCH AND SELECTION

Head of Buying and Merchandising



Oxfordshire

£45,000 + car + excellent benefits

At Past Times we are building a uniquely focussed retail and mail order business selling a wide range of high quality gifts, stationery and accessories on an historical theme.

From a current base of fourteen high street shops, we have in hand an ambitious but controlled expansion plan, which also includes our substantial mail order operations in the UK and USA. Our business is profitable, professionally managed and soundly financed.

Now we are looking to further strengthen our management with this key appointment to head our buying and merchandising function. Reporting to you will be three buyers and their assistants, and a merchandise manager leading a five-strong team.

You will be responsible for the planning, selection, stock management and profitability of our complex and fast-changing merchandise ranges, and for the development of new products and merchandise themes.

The job requires a combination of entrepreneurial flair,

strong planning and organisational skills, and an ability to develop the right team.

To fulfil this vital role successfully, you will have had significant buying experience at a management level in a centralised multiple buying operation, and be familiar with modern merchandising techniques.

To maintain our specialist appeal you must also have good taste, creativity and a real knowledge of and enthusiasm for art, history and period styles.

As a key member of our senior management team, reporting to our managing director, you will be completely committed to the company's objectives, sharing the excitement of building a successful business, and, through our profit-sharing scheme, in the rewards. Our competitive package also includes car, pension, health insurance and relocation. And for the right individual, there is the prospect of a board appointment and equity participation.

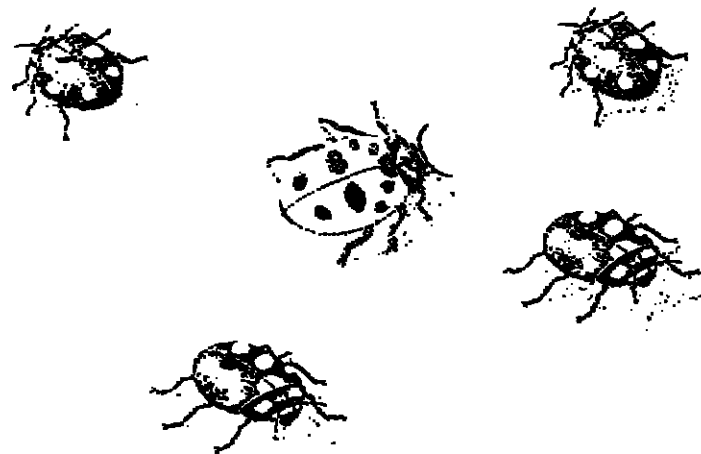
To apply, please send your CV to Carol Spencer,
Historical Collections Plc, Wootton Business Park, Wootton,
Abingdon OX13 6LQ.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

A little genius can knock spots off the competition



MAJOR ACCOUNTS SALES & SUPPORT

CELLULAR SYSTEMS

It's easy to see why Nokia enjoys an advantage over competitors. The combination of major investment, impressive growth and in-depth technical expertise has produced unsurpassed success in the GSM and PCN cellular markets. For ambitious professionals seeking greater career challenge and rewards, our major accounts present the opportunity to join a team committed to staying ahead of the field.

ACCOUNT MANAGER

One of the UK's most prestigious contracts, with growth potential to match, offers a skilled manager the chance to plan, build, implement and control the long-term development of business - negotiating contracts, liaising with the customer at all management levels and supervising the Project Manager and implementation team.

The role demands strong planning, negotiation and interpersonal skills, a successful track record in managing large accounts and sound cellular technology experience. A graduate engineer, possibly with a marketing qualification, you will be willing to travel and work at customer sites.

SYSTEMS CONSULTANT

The scope of this brief reflects the sheer size of the contract. Building existing business will be just part of your responsibility - working closely with the client to develop new business approaches, you will offer full technical support to the Account Manager.

A graduate engineer with proven technical support experience in cellular technology, you will be sales/marketing-orientated and willing to travel at home or overseas and work at customer sites.

Both positions, based out of our offices at Huntingdon, offer excellent negotiable salaries and benefit packages.

If you want to stand out from the crowd, please call our advising consultant, John Kles, on (0276) 686900. Alternatively, write to him enclosing your full CV, at Kramer Westfield Recruitment Consultants, Pigstons Way, 437 London Road, Camberley, Surrey GU15 3NZ. Fax: (0276) 686999.

NOKIA
TELECOMMUNICATIONS

EUROPE'S TALKING POINT

CONSULTING OPPORTUNITIES IN HR

"For professionals with flair and creativity"

West London and Manchester £30K - 40K + Executive Car + Benefits

T.D.A. Consulting Group Ltd is a leading niche player in the Human Resource Consultancy marketplace. We are based in modern offices overlooking the Thames, near Kew, and Salford Quays in Manchester. An impressive "blue-chip" client base, and our rate of business growth means we are now seeking three additional consultants to join a highly successful and motivated team in Kew.

A Generalist H.R. Consultant

With a minimum of five years broadly-based HR consultancy and client development experience ideally gained in an established consulting practice.

(Ref HR 1)

A Management Training and Development Specialist

To support the Group's 'culture of excellence' in the design and delivery of tailored management development programmes, candidates will need to be familiar with all aspects of learning technology and possess strong presentation and delivery skills.

(Ref MD 1)

Senior Consultant - Open Learning / Distance Learning

The requirement is for excellent technical and creative skills in the design and scripting of training, communications and learning material, together with strong interpersonal and consulting skills.

(Ref OL 1)

All three positions call for candidates who are team players, innovative and results orientated, meeting requirements with imagination, flair and a sense of what is practical. Applicants should be of graduate calibre with a post graduate or professional qualification and with at least five-years 'hands-on' consulting and training / design experience. Evidence of commerciality is pre-requisite for any of the roles mentioned.

Please send a comprehensive CV, in confidence, and quoting the appropriate reference, to:

Kaye Thomas, Director, T.D.A. Consulting Group Ltd, 3 Thameside Centre, Kew Bridge Road, Brentford, Middlesex, TW8 6NF.

For candidates or associates seeking to work in the north of England, please contact:

Jacqueline Williams, Director, T.D.A. Consulting Group (North) Ltd, 22 Exchange Quay, Salford, Manchester M5 3EQ

Self-employed consultants who are seeking an associate relationship, are also invited to contact us. Please quote ref NW 1 in a covering letter.



T.D.A. CONSULTING GROUP LIMITED
INTERNATIONAL CONSULTANTS

HUMAN RESOURCES - CAREER INVESTMENT SERVICES
STRATEGIC LEARNING - CREATIVE MEDIA SERVICES

"Thinking People, Tailored Solutions"

Thomson Regional Newspapers

the largest provincial newspaper group in the United Kingdom with over 100 daily and weekly newspapers and employing 5500 staff, is seeking to appoint a number of

MANAGEMENT TRAINEES

A comprehensive 18 months to 2 years training programme will be undertaken in all major functions of the newspaper business in one or more of our principle UK locations (including Aberdeen; Edinburgh; Belfast; Newcastle; Teesside; Chester; Cardiff; Derby; Northampton; Peterborough; Luton and Reading). This will be accompanied by formal management training and qualification.

This "fast track" opportunity will operate alongside our traditional, highly successful management development programmes. On completion of training, appointment into a management role with one of our companies is expected.

Applicants will be aged mid 20s to early 30s, educated to degree level or equivalent and already working in a fast moving business environment. Personal qualities will include numeracy, excellent communication skills and a sharp business awareness.

Please telephone for comprehensive details on this unique opportunity to:
Mrs Sharon Grace

Thomson Regional Newspapers

Hannay House, 39 Clarendon Road, Watford.
Tel: 0923 255388 Ext: 127

SALES MANAGER
SALES EXECUTIVESSYSTEMS INTEGRATION,
DEVELOPMENT AND CONSULTANCY

Hoskyns is the largest supplier of computer services in the UK marketplace with 1991 revenues exceeding £300 million and over 3,000 employees. In 1990 Cap Gemini-Sogeti became the majority shareholder of the Hoskyns Group. The combined resource of the two organisations constitutes one of the world's four largest computer groups, employing 19,000 people in the UK, Europe and North America.

We are looking for exceptional salespeople who have a proven track record of sales success in the computer services sector. You may already be selling for a major consultancy or systems house.

You will be selling the technical skills and resources of more than 3,000 talented Hoskyns people, focusing on systems integration, development and consultancy. Your client contacts will be at the highest level in major corporates, institutions and the public sector. Typical contracts are in the range of £250k to £1M.

To succeed, you must be bright, personable and ambitious, with broad applications experience. You'll need to demonstrate the skills and motivation needed to release the 'log jam' of systems development opportunities which currently exists in the UK marketplace.

Product sales people will not be considered.

SALES MANAGER - negotiable OTE + car

Located in north west England, with field sales responsibility for a growing team of salespeople. Applicants must have achieved significant sales management success in a major consultancy or systems house.

SALES EXECUTIVES - c£50k OTE + car

Hoskyns is creating nominated account and geographic territories in the north/midlands, south east and south west. The chosen candidates will work from our offices in Manchester, London or Bristol.

All applications, quoting reference AW1022, must be addressed to Alan Williams, Sales and Management Recruiters, Sales and Marketing House, Shaw Lane, Lichfield, Staffordshire, WS13 7AA. Telephone: (0543) 418999.

hoskyns

SOFTWARE
PARTNERSHIPNORTHWEST
£Neg + Benefits

The Software Partnership provides a wide range of software products to the Banking and Retail sector, together with consultancy, design and implementation services. Our highly prized reputation for on-line, real-time information and communications systems is reflected by a rapidly increasing turnover, now in excess of £4 million. To build on this success, both in the UK and mainland Europe, we now require a number of key Sales Professionals to develop our client base within the recently formed SP/FINANCIAL SOLUTIONS Operating Division.

SALES & MARKETING MANAGER/DIRECTOR DESIGNATE

In this senior role a relevant and proven track record in Sales Management, preferably within the Banking and Retail sector will be essential. Educated to degree level, the successful candidate will be ambitious and highly self-motivated, whilst displaying strong leadership qualities. The individual will also be responsible for the direction of the company's software products. In return, an excellent salary and benefits package is on offer, underlining the importance attached to this position.

SALES EXECUTIVES

Educated to degree level, with a minimum of two years' relevant experience, this represents an excellent career opportunity for ambitious Sales Professionals keen to build on their own success. Excellent salaries and benefits are on offer, negotiable according to experience. For further information on any of the above positions, write (enclosing full CV) to Janet Webb, Personnel Officer, The Software Partnership Limited, Wingate House, Northway, Runcorn, Cheshire WAT 2SX.

BUSINESS CONSULTANTS

(Self employed status)

Can you use your skills in Eastern Europe?

Our client is seeking to provide a range of support services to developing businesses in Central and Eastern Europe and the UK.

Working on your own initiative or joining established teams on short to medium term contracts, your specialisms will supplement and enhance the skills base of an associate network.

CENTRAL AND EASTERN EUROPEAN projects need established consultants with the following practical experience:

- Enterprise initiatives, Business planning and appraisals, Business launch and development.
- Local economic development, and loan and equity fund administration.
- Proposal and report preparation to a standard acceptable for government and E.C. funded initiatives.

Working experience and knowledge of one or more of the countries and languages, whilst not essential, is desirable. Applicants will be graduates (or equivalent) and be able to assimilate large volumes of data and be articulate in its interpretation and presentation.

The work will be mainly overseas but you may be based anywhere in the UK.

UK BASED projects need established consultants with experience of Enterprise training initiatives, start up training needs and the introduction of BS 5750 for small to medium sized companies.

The closing date for applications is 23rd March 1992. Applications in writing only should include a full CV highlighting specific areas of expertise and an indication of work undertaken.

Please respond to Tim Hurst, Chamberlains Personnel Services, Forest House, Sherwood Drive, Bletchley, Milton Keynes MK3 6ES.

CHAMBERLAINS
RECRUITMENT DIVISION



Alcadesa. 2,000-acre leisure marketing opportunity

This summer will see the completion of phase 1 of Alcadesa - one of the largest, most ambitious leisure/residential projects on the Costa del Sol.

Sales & Marketing Manager
Spanish based, salary negotiable

Alcadesa Costain Agroman SA is a joint venture between Costain Group of the UK and the Spanish construct group Agroman. We now seek a marketing strategist and sales manager in their early 30's, capable of fully exploiting the development's potential. Success will be based on an in-depth understanding of the Costa del Sol leisure/residential property market, accurate forecasting, cost-cutting and pricing - achieved through innovative marketing, sales determination and international team leadership - ensured by a continuous process of strategic review and development.

European marketing and property/leisure development experience within a blue chip company needs to be backed by fluency in Spanish, a degree level education, MBA or degree in Marketing, and the energy, enthusiasm and skill to succeed.

The salary and benefits package is negotiable, but will reflect the value we place on success in this vital senior role. Relocation assistance will be provided if appropriate.

Please send CV and full details to the Group Personnel Director at Costain Group PLC, 111 Westminster Bridge Road, London SE1 7UE, UK.

Costain is an equal opportunity employer



COSTAIN GROUP

INTERNATIONAL CONSTRUCTION CONTRACTORS & PROPERTY

European
Financial
ControllerIn the world's
financial capitals...

Seer Technologies is one of the fastest-growing software and consulting firms, with a client list that reads like a "Who's Who" of the industry. Seer is a young US-based company with an IBM partnership agreement, earning a stellar reputation as a leader in large-scale software systems development.

To meet the demands of our European expansion, we are seeking an ACCA-qualified Controller to assume immediate responsibility for all financial, administrative and human resource activities. The successful candidate will be a profit-oriented financial professional with exceptional interpersonal and communication skills. Background in the European financial area and in the Computer Software/Services industry, with knowledge of the requirements of American multi-national companies is essential. In this rapid growth environment, the Controller will establish and implement policy in all financial matters including accounting, banking relationships, foreign exchange management, and compliance with US, EC and national statutory requirements; also exercise control of the administrative and human resources areas. Some travel will be required; knowledge of other European languages is desirable.

Seer Technologies is a joint venture of IBM and Credit Suisse - First Boston Corporation. We offer an excellent remuneration package with comprehensive benefits including stock purchase options.

For immediate, confidential consideration, I mail or fax detailed CV and salary history to:

Kellie MacDonald, Dept EFC
Seer Technologies
8000 Regency Parkway
Cary, NC 27511
fax (919) 469-1925.

Interviews will be held

around March 19/20

in London

SEER Technologies
The Systems Development Company
SEER Technologies, Inc. is an equal opportunity employer.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Regional Sales Managers

Energy Distribution

Attractive Salary + Benefits

Rural East Midlands

Fast growing, young, entrepreneurial company, the leading distributor of energy products in its sector, seeks two Regional Sales Managers (North and South). These are challenging, high profile roles and will appeal to successful, ambitious sales professionals looking for accelerated career progression.

THE COMPANY

- ◆ Dynamic and profitable. Supplier of energy products to UK market. Commitment to quality service. Strong customer orientated culture.
- ◆ Nationwide delivery capability. Direct sales and comprehensive distributor/dealer network.
- ◆ Strongly positioned for further growth and increase in market share. Substantial investment available.

THE POSITIONS

- ◆ Lead sales effort. Work closely with marketing.
- ◆ Motivate and expand a very successful sales force, highly respected throughout the industry.

- ◆ Maintain relationships at senior levels with key distributors and direct customers. Play major role in new client development.

QUALIFICATIONS

- ◆ Proven track record in sales/sales management, ideally gained within oil/energy company or other blue chip organisation.
- ◆ Significant experience of selling through distributor/dealer networks essential.
- ◆ Team player, energetic, with presence and credibility. Ideally a graduate, probably aged 25-32.

To apply please write enclosing full cv, Reference L1079
NB Selection Limited,
54 Jermya Street, London SW1Y 6LX
Tel: 071-493 6392 Fax: 071-409 1786

Regional General Manager

£47,000 plus Bonus, Car and Benefits

Leeds

The National Rivers Authority is the strongest environmental protection agency in Europe, improving all aspects of the water environment in England and Wales. The Yorkshire region, serving some 4.5m people, has over 1700km of main river, 150km of coastline and a wide variety of country from uplands to large areas below sea level.

The Regional General Manager, reporting to the NRA's Operations Director and advised by an effective regional committee structure, has the complete general management role in respect of the region's 600 employees - managers, scientists, staff and operatives with very diverse skills and functions.

The effective implementation of the policy objectives of the NRA, while taking full cognisance of local need, requires the development of a first-rate management team to achieve objectives to planned time, cost and quality standards.

Aged over 35, with a good degree and further relevant professional qualifications, you will need to be either a general manager or at director-level within a large-scale private sector company or public sector operation. Key qualities will include management expertise, exceptional communication skills, and the drive and vision to achieve progress within a strategic development framework.

In return you will receive a good level of remuneration, have a high visibility management role and make a strategic contribution to the protection and improvement of the water environment in the Yorkshire region. The NRA is an equal opportunities employer.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference (S.T. 639E).



NRA

Howgate Sable

EXECUTIVE SEARCH AND SELECTION

At the heart of the nuclear industry

Programme Manager

Decommissioning and Radioactive Waste
Central London £17,678 - £24,421

One of the key issues of the atomic power industry today is how best to decommission reactors and manage radioactive waste. By managing the Department of Energy's decommissioning and radwaste operational and R&D programmes, the Atomic Energy Technical Unit (AETU) is taking practical steps to maintain and improve standards in this important area.

The scope of the AETU is both national and international. As a Programme Manager you will oversee the contracting out of important operational and R&D work on decommissioning, radioactive waste management, transportation and reprocessing and a wide variety of other issues.

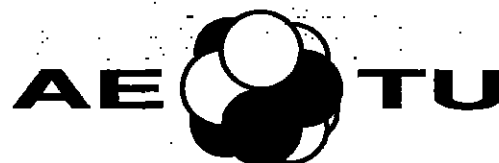
Ideally professionally qualified, you should be a science or engineering graduate with several years in the nuclear industry. This should include specific experience of decommissioning or radioactive waste management and knowledge of the most up-to-date techniques. Proven project management skills are a must, along with the

maturity and credibility to deal with people in industry, contractor organisations and government at all levels.

Starting salary will be in the range £17,678 - £24,421, depending on experience, with further increments up to £28,273, depending on performance.

For further details and an application form (to be returned by 3 April 1992) write to Recruitment & Assessment Services, Alencon Link, Basingstoke, Hants RG21 1JB, or telephone Basingstoke (0256) 468551 (answering service operates outside office hours) or fax (0256) 846660 (24 hours). Please quote ref: B11506.

The Department of Energy is an equal opportunity employer



PROCUREMENT DIRECTOR

(To £50,000 + Benefits)
WEST LONDON

Our client, a major multi-national corporation which ranks among the world's leaders in its industry, seeks a fully seasoned procurement and materials management professional. The corporation has committed to and is emphasising the strategic and business roles of the function. This has resulted in widening the horizon and scope of procurement thinking practice and behaviour into all spend. This new, senior level position is part of a proactive role change and will ensure that the function adds substantial value to the corporation.

The successful candidate will possess:

- Extensive professional procurement and business management expertise;
- High level of strategic procurement knowledge;
- Ability to develop innovative and new approaches to existing spend areas;

- Proven record of implementing leading edge concepts and practices;
- Ability to work with a variety of country cultures in a matrix management organisation;
- An 'open' and iterative personal style capable of effectively practising both process and task management techniques individually and in teams;
- International travel mobility and international commercial expertise.

Our client offers an outstanding compensation package including excellent salary (to £50,000), company car, bonus, stock options and a comprehensive benefits programme.

If you meet the above requirements, please apply in writing enclosing a full Curriculum Vitae, including details of present salary and benefits to: Gail Pyrah, Gail Pyrah and Associates, Suite 24, Marina Court, Castle Street, Hull HU1 1TJ. Telephone: (0482) 586526.

GAIL PYRAH & ASSOCIATES

CAN YOU RUN A £40m SOFTWARE HOUSE?

Our client, based in London, and part of a multi billion pound commercial Group is itself split into a number of operating divisions. The Head of their Systems division has now been promoted to a more senior position within the main Group thus creating a need for a Technically Experienced and Commercially Orientated businessman to replace him.

As head of the flag ship division you will have full "bottom line" accountability. In addition to taking full responsibility for both the strategic and operative aspects of your own unit you will, in due course, be expected to play a key part in the overall management of the Company as a member of the Board.

With a position of this seniority, it is impossible to be specific about background requirements but you are likely to be in your 40's, have a sound technical background, and ideally some Consultancy and top level project management experience as well as a track record showing success in both people and business management.

Applicants, Male or Female should apply with full career details to:

Strategic Resource Solutions,
St. Mary's House,
16-20 High Street,
Maidenhead, Berkshire, SL6 1QH.
Tel. 0628 778455.

STRATEGIC RESOURCE SOLUTIONS



DIRECTOR OF LEISURE AND TOURIST SERVICES

£40,000 + car

Bath City Council seeks a Director of Leisure and Tourist Services to succeed Denis Easterby on his retirement.

The job is one of the most challenging and demanding in local authority leisure and tourism. The Director is a key member of the Council's management team and accountable for a portfolio that includes leisure, tourism, sports facilities, arts provision and marketing. The remit includes internationally renowned facilities such as the Roman Baths and the Pump Room. Bath's position as a magnet for tourists and visitors, together with the need to provide community-based services, guarantees interesting and challenging work.

Candidates must demonstrate clearly an ability to: share in the corporate management of the Council as a whole; understand the complex, and often conflicting, needs of leisure and tourism in Bath; deliver services in a local government context that is, because of its national and international significance, particularly exposed; manage a cost effective group of services.

The salary is £40,000, plus the usual benefits, including a car and relocation package. For further details please contact:

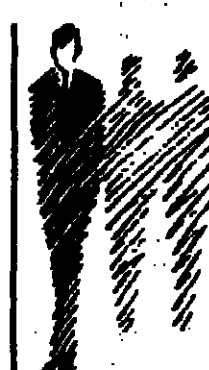
Bath
City Council

John Smith Succession Planning Associates
26 Chapter Street London SW1P 4ND.
Tel: 071-834 8199, Fax: 071-834 9642.

SPA
SUCCESSION
PLANNING
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DIRECTORS SEEKING A NEW ROLE?

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Demand more than well meaning Career Counselling or Outplacement advice. Insist on real direction to your job search based on current market intelligence and interview feedback with the most advanced Inplacement and Outplacement facilities.

Our subsidiary InterMex accesses over 6000 unadvertised vacancies annually - mostly between £40,000 and £200,000 p.a. - and makes recommendations from its approved candidate bank without charge.

Telephone Keith Mitchell on
071-930 5041 for an exploratory
meeting without obligation

Landseer House, 19 Charing Cross Road
London WC2H 0ES
Tel: 071-930 5041 Fax: 071-930 5048

INTEREXEC PLC - means much more

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

MANAGING DIRECTOR

KEY LIFE ASSURANCE INDUSTRY POST

Top level remuneration

Origo Services Ltd was established in 1989 by 20 UK life companies to help intermediaries gain the benefits of using technology. The benefits of this are increased efficiency, therefore providing improved customer service and greater sales opportunities.

The current Managing Director is on secondment from one of the sponsoring companies and is returning, after three successful years in which Origo has been established and accepted in the market. The role of the new Managing Director is to build on this foundation and establish the company in a major position of importance to the life assurance industry and, especially, in the distribution channels throughout the UK.



Candidates will be IT literate with a good knowledge of the IFA and intermediary market, and will see this as an ideal vehicle to demonstrate their general management skills in a business development environment.

The remuneration package is pitched to attract the highest calibre of candidates and includes all normal financial services company benefits, including bonus, car, pension, etc. The head office is near Edinburgh and relocation assistance is available, but the extensive UK travel may allow flexibility of home location.

To apply, in total confidence, please write with career details and stating salary requirements Ref: 5325/DK/ST, to Douglas Kinnaird, PA Consulting Group, Number Two Blythwood Square, Glasgow G2 4AD.

PA Consulting Group

Creating Business Advantage

Executive Recruitment • Human Resource Consultancy • Advertising and Communications

SQL Solutions

SQL Solutions, the consulting subsidiary of Sybase, is already one of the leading organisations in the provision of high quality services in the rapidly expanding RDBMS and client server area. Currently, they are experiencing a dramatic growth in demand for their services.

BUSINESS DEVELOPMENT MANAGER

Thames Valley £35K - 40K Base (OTE to £65,000)

This is a key appointment and the successful candidate will have significant responsibilities in developing the further success of SQL Solutions.

Your responsibilities will include developing long term business relationships with blue chip clients largely within the financial services arena. You will handle all the commercial aspects of delivering complex, high technology solutions.

Experience required will include a strong knowledge of client server or RDBMS technology. You will have a good degree in a numerate subject and six or more years relevant business experience which will include managing multiple projects,

account management and selling consultancy services. This will have been gained within a high quality services oriented software organisation or management consultancy.

This is an outstanding opportunity for an intelligent, professional and exceptionally motivated individual to shape the future growth of this highly successful organisation. The position will offer a real career path for the right individual.

For further information call our advising consultant Mark Hennessy of Orion Redbrick on (0734) 753535 (today 11am - 3pm or during business hours). Alternatively write to him at: Orion House, 4 Danehill, Lower Earley, Reading, RG6 4UT.



EUROCONTROL

The European Organisation for the Safety of Air Navigation requires for its Headquarters in Brussels a (m/f)

DIRECTOR OF FINANCE

(Ref. AAJ223)

to plan, direct and control its financial services.

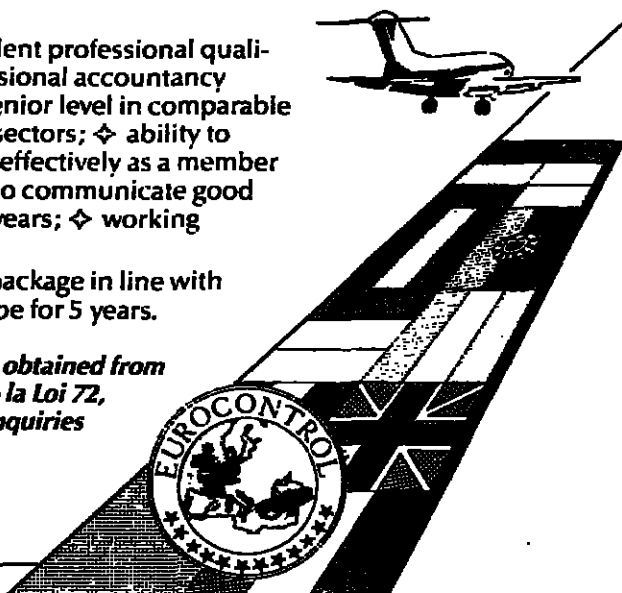
Main Responsibilities: ♦ effective and efficient use of the Agency's financial resources; ♦ timely provision of accurate financial data; ♦ optimise management of the Agency's cash resources; ♦ negotiation and administration of contracts.

Requirements: ♦ university degree/equivalent professional qualification in financial management or professional accountancy qualification; ♦ extensive experience at senior level in comparable role, preferably in both private and public sectors; ♦ ability to provide clear leadership and to contribute effectively as a member of a team of Executive Directors; ♦ ability to communicate good financial practice; ♦ preferred age: 40-55 years; ♦ working languages: English and French.

The post carries a top international salary package in line with the responsibilities. The appointment will be for 5 years.

Application forms and further details may be obtained from EUROCONTROL, Personnel Division, rue de la Loi 72, B-1040 Brussels, (fax n° 32/2/729.39.72 for enquiries only), quoting the above reference number.

Completed application forms must reach the above address by 8 April 1992, at the latest.



DecoSol

Allpac International is a producer of a successful programme of "window fashion ready to install by yourself", consisting of Decosol topclass roller blinds, Decostore allure vertical blinds and Decoblind deluxe venetian blinds.

This programme is distributed to DIY sheds, department stores, large soft furnishings chains, self service wholesalers and mail order companies within Western Europe, according to a marketing concept that has been developed and "matured" over many years.

For our UK subsidiary, Allpac UK Ltd, we are looking for a

national sales manager
(marketing/sales director designate)

Reporting to the International Marketing/Sales Director, he/she will be responsible for the implementation of our (ambitious, but solid) expansion plans in the UK.

In order to execute successfully the heavy and responsible commercial tasks, he/she will have at their disposal: an expert sales and service team, an intact UK Internal Sales Desk, an office and showroom in the Stansted area.

We are looking for a very British European merchant at graduate level, 30-40 years of age, with a proven track record of marketing/sales management in the non-food retailing sector at senior level.

Apart from an attractive and complete remuneration package we offer a challenging position in a "sparkling" international business environment.

Please apply in the strictest confidence to:

ALLPAC INTERNATIONAL B.V.
Attn: Rom M. Rombouts sr.
Marketing/Sales Director
P.O. Box 149
NL 4940 AC Raamsdonksveer
Netherlands
Fax nr: 010 31 162114951

Sales and Service Operations in: The Netherlands, Germany, France, United Kingdom, Belgium, Switzerland, Austria, Spain.

Director - General Manager
Surrey

Anconite, an autonomous member of the profitable and highly regarded Galliford Group of Companies, has over 35 years market leading experience of specialised manufacture and contracting in the field of corrosion protection. The position is very much that of their apparent to the current Managing Director with whom you will work closely on the technical aspects of the business.

The continued organic and acquisitional growth of the company however will depend on the commercial control and direction given by the postholder. A hands-on leader from the front, the key areas to be addressed cover marketing, business planning and organisation and the training and development of the workforce.

Professionally qualified, the successful candidate will possess recent experience of General or Senior Management of a small/medium sized operation within

engineering or contracting services. Whilst familiarity with the above markets is desirable, more important is technical ability coupled with strong communication skills and experience of contract compilation. The post may involve some overseas travel as well as site/client visits throughout the United Kingdom.

You should reside or be prepared to reside within 40 miles of Croydon. Relocation support will be offered where applicable.

This challenging role offers variety, responsibility and real prospects of advancement together with a negotiable salary, bonus, 2 litre car and private health scheme.

Interested candidates should send full curriculum vitae and salary details to:

Mike Ahern, Director, The RSJ Partnership, Compton House, 124, Compton Road, Wolverhampton, WV3 9QD.



The RSJ Partnership
Response Management

Technical Services Manager

High Profile Role With European Involvement - Continuous Process Industry

c.£35K + Company Car + Benefits

North Wales/Cheshire Based

Our client is part of a major US corporation and a world leader in its field, with 60 plants internationally and annual sales of over \$3bn. The UK plant is a continuous process operation, employing over 450 people, making primary products for a wide range of industrial applications.

The Technical Services Manager will head a team of process, project and industrial engineers locally but reports into the European Process Engineering Manager in Belgium.

Candidates are likely to be in the 30-40 age range with strong analytical skills, a science based degree and a technical background, closely linked to production in a continuous process materials company with a commitment to TQM. Prior experience of high volume production processing, packaging and handling is essential, together with a good knowledge of instrumentation, process control and computerised systems.

The job demands a proactive hands-on manager and team player with sound communications and influencing skills, capable of providing technical leadership at the plant. He/she must be innovative with commercial flair, aware of the importance of creating competitive advantage and accustomed to identifying and removing obstacles to efficiency and productivity. Fluency in a European language other than English would be an advantage.

This is a key role, that will have a significant effect on the future development of our client's business. Succeed in this role and the prospects for career progression are considerable.

HAMILTON ASSOCIATES
SEARCH & SELECTION

To apply, please send your CV to Bob Hamilton, Quoting Ref. TSM1, Hamilton Associates, 72 King Street, Southport PR8 1LG.

IMR

MANAGEMENT CONSULTANCY OPPORTUNITIES

We are a major Management Consultancy, with successful organisations in the United States, Mexico, Canada, France, Italy, Spain and Germany as well as the United Kingdom.

Our current success and growth in the United Kingdom requires that we expand our operational capabilities at all levels.

The Institute of Management Resources (IMR) specialises in improving clients' performance in all functional areas. Our success is attributed to our methodologies and our co-ventured approach with clients.

We now seek confident, mature graduates who are British citizens with extraordinary interpersonal skills and who are self-moti-

vated, goal-oriented business professionals.

Candidates should have a minimum of one years consultancy experience and previous relevant business experience, with some demonstrable achievements. They should have the ability to communicate at a senior level and be prepared to travel extensively within the United Kingdom on a weekly basis.

People who wish to pursue this outstanding challenge and opportunity should send their c.v. and complete salary history to:

Helen Acton, Institute of Management Resources, Sunningdale House, Stamford Square, Altrincham WA14 1RL.

Director of Engineering

Gaming & Amusement Capital Equipment

North West

£40,000 bonus, car

Promotion within the Division has created this attractive opportunity with an autonomous subsidiary of a major British plc. The company manufactures high tech equipment and has a well deserved reputation for quality and innovation at home and overseas.

The Director of Engineering will report to the Managing Director and be responsible for a multi-disciplined team of almost fifty technically qualified staff employed in the design and development of complex equipment using the latest technology.

Candidates should be graduate level in an engineering discipline with good knowledge of electronics and computer technology. They must be able to demonstrate successful experience in managing a multi-disciplined organisation completing design and development projects to agreed time and cost constraints.

This is an outstanding opportunity offering excellent career development and good benefits including relocation where necessary.

Please write - in confidence - with full career details to S.A. Lievens.

Ravenscroft & Partners

Search and Selection
20 Albert Square, Manchester M2 5PE

MAJOR ACCOUNTS
SALES EXECUTIVE

Central London

OTE £50K plus Car

Our Client seeks a top flight sales professional to develop a small number of blue chip accounts who form a large part of their £100M+ business.

Aged 32-39, a graduate with a proven record of developing new and substantial major account business over at least a 5 year period in a service industry, you must be capable of dealing at very senior levels taking responsibility for long term strategy planning, proposal preparation and presentation, contract negotiation, and the overseeing of customer satisfaction in a fast moving people-intensive business.

Please send your detailed CV to Roger Wain-Heapy,

SD STEELE-DIXON & ASSOCIATES
Recruitment Consultants
The Towers, Baroque Manor
Faringdon, Oxfordshire,
SN7 9PP or call 0225 833316
anytime.

071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Managing Director**Loss Prevention Systems - Europe****Northern Home Counties,****Package To £65,000, Car, Benefits**

As the European leader in Loss Prevention Systems the company has built a strong and fast growing position in international markets through its European network of companies and through independent distributors in the Middle and Far East and elsewhere. This publicly owned Group require a European Managing Director to head a management team dedicated to continuing a programme of dynamic growth in a fast expanding market.

Reporting to the Chief Operating Officer, the position is directly responsible for an organisation spanning twelve countries and employing over 250 staff. The immediate priority is to implement a focused marketing strategy that will ensure increased gross margins to meet the financial objectives.

Aged 40 plus, a business graduate, an absolute prerequisite is fluency in a major European language, French and/or Spanish obligatory. Commercial flair and proven ability to implement change, coupled with excellent communication and interpersonal skills, will be supported by a successful career gained in managing a multi national European operation ideally in the retail or retail sectors.

The compensation includes a high base salary, with performance related bonus, share option, plus a full executive benefits package.

Male or female candidates should submit in confidence a comprehensive c.v. to: C. Jenkins, Hoggett Bowers plc, George V Place, 4 Thames Avenue, WINDSOR, SL4 1QP, 0753-850851, Fax: 0753-853339, quoting Ref: W19065/ST.

Hoggett Bowers

BIRMINGHAM, BRISTOL, CAMBRIDGE, CARDIFF, EDINBURGH, LEEDS, LONDON, MANCHESTER, NEWCASTLE, WINDSOR and representation throughout EUROPE

Strategic technical roles with a world leader.

Cyprus and Dubai



With a superb portfolio of brands that include Pepsi, 7-Up, Mirinda and Teem, Pepsi-Cola International is one of the world's leading soft drinks operations.

Working in partnership with third-party Franchise bottlers, Pepsi-Cola International-Middle East, Africa and Eastern Europe, has put into place aggressive business development plans, for sustained market growth. An integral element of which, is for planned continuous improvements in manufacturing, quality and technology, with an emphasis on innovation and operating systems.

Your challenge is to provide the essential strategic blueprint, leadership and support in these crucial areas, to make it happen.

Director of Manufacturing / QA

c.£85,000 + bonus + expatriate benefits

Based in Cyprus and reporting to the Vice President - Technical Services, you will have responsibility for developing and implementing pan-divisional Manufacturing and Total Quality strategic plans.

Key to your success will be the design and execution of Operating Systems focussed on productivity improvement, cost reduction, preventative maintenance, manufacturing excellence and quality. Strong financial skills to manage the technical economic analysis of plans and feasibility studies are essential.

Please send a full CV together with a covering letter detailing your suitability, to our consultant: Brian Standring, quoting ref: 1448, at Albemarle Consultants Limited, 18 Great Marlborough Street, London W1V 1AF.

Packaging Manager

c.£75,000 + bonus + expatriate benefits

Based in Dubai and reporting to the Technical Services Director - Saudi/Gulf, you will be responsible for developing and implementing a packaging strategy, that will help build on our market dominance in the region.

Your remit includes responsibility for cost-saving initiatives and the commercial supply of all packaging materials, with a focus on quality, competitive advantage and ultimately, consumer satisfaction. In addition, you will co-ordinate the purchasing of coolers and other capital equipment.

Each role demands a high-calibre individual with a quality degree in a relevant engineering discipline who can boast considerable achievement in major FMCG/Beverage companies, through functional excellence and business impact.

The ability to operate effectively, with autonomy, in a fast-moving, multi-cultural and results focussed environment is crucial. As are diplomacy and strong communication and persuasive skills. Equally important are mobility and flexibility.

For the right people the personal and professional rewards are outstanding. Both Cyprus and Dubai offer truly excellent lifestyles and your package includes full relocation, attractive salary, bonus, company car and expatriate benefits that include free housing, children's education and home leave facility.

ALBEMARLE

DIRECTOR OF INFORMATION SYSTEMS

LONDON BASED

Responding to the challenges of latest technology, our client, The Royal Institution of Chartered Surveyors is currently implementing a major UNIX based IT project covering the whole of the Institution's business. This provides computer services in London, Coventry and Edinburgh and also ensures that professional advice on IT matters is available to all staff and others concerned.

The Institution wishes to appoint a Director of Information Systems who will make a major managerial contribution to the maintenance and development of these activities, with full responsibility for the IT department in the collection, retention and use of all electronic data held by the Institution. The Director will also act as a professional consultant on all matters concerning IT.

The principal hardware comprises Unisys U6000 equipment with 200 terminals, supported by 50 PCs and an IBM AS400. The range of applications include Unisys Office Automation with four wide area network-linking Ethernet LANs.

Candidates are likely to be aged 35-45 with degree or equivalent qualification in computer science or a related subject together with experience of computer operations management and data communication networks. Technical experience of open systems together with knowledge of UNIX and DOS is highly desirable.

Salary and conditions will reflect the responsibility of the post. A car will be provided.

Applicants male or female should write to Mr W M Stern at the address below describing how they match these requirements, or they may telephone him for further information on 081-688 6500.

The closing date for applications is 21 March 1992.



Stern Associates,
Highclere House, Highclere Close,
Kenley, Surrey CR8 5JL
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Management Consultancy • Executive Recruitment

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COMMUNICATIONS EQUIPMENT INTERNATIONAL SALES

Package c. £40k

With a European parent and a high reputation for producing and supplying primary communication products, our Midlands based client is seeking for substantial growth in world markets. To spearhead their approach - reporting to the Managing Director - they seek a highly motivated Export Sales & Marketing professional.

In this high profile, new position, you'll be responsible for the market plan and involved in considerable world travel, negotiating at all levels.

It demands a strategic thinker with a sound knowledge of analytical marketing techniques and successful track record in overseas selling. Communications industry experience combined with an electrical or electronics oriented engineering qualification is essential. Aged around 30-35, you should also have additional language fluency - particularly French.

On offer is a flexible package, based on a negotiable, guaranteed basic and incentive, plus car, expenses, BUPA and contributory pension. And appropriate relocation assistance will underpin an exceptional opportunity to improve your management prospects in a growing international company.

For application write to Michael Ripley quoting reference 3383 with your detailed CV, at: Sterling Search & Selection Limited, 130-134 High Street, Solihull B91 3SX. Tel: 021-704 4334.

STERLING SEARCH & SELECTION LIMITED

DIGITAL COMPUTER SERVICES LIMITED**SALES CONTROL MANAGER**

c. £30K + Car

The company operates in the computer services market and has an outstanding record of growth.

The job is a new senior management position reporting to the Sales Director.

Primary Functions

- Monitoring and control of Sales Department activities from initial contact through quotation, presentation and completion of sale. Ongoing liaison with the customer to ensure continued satisfaction.
- Agreeing targets and monitoring sales performance against these ensuring required amount of customer activity by Sales Representative and quotation budget achieved.
- Ensuring high quality of presentations and quotations through effective bid management.
- Developing systems which ensure efficient administration, contract pricing and high market penetration.

The Ideal Candidate

- Age 25 - 40
- Educated to 'A' level/degree standard
- Highly literate and numerate
- An organised thinker and planner
- Have presence
- Commercially aware
- Able to grow and develop with the company
- Self-motivated
- Performed a similar role before

Please apply with your CV to:
Nick Robinson, Sales Director
DIGITAL COMPUTER SERVICES LTD
Network House, Oxford Road
Uxbridge, Middlesex UB9 4DN

CLIENT EXECUTIVES/AUDITORS

RoyScot Factors is the fastest growing member of the Association of British Factors and Discounters. This means we need to recruit additional experienced, astute and energetic people to help our existing excellent client management team maintain our profitable growth, in line with the company's strategic plan.

The sort of people who will be right for us will be self-motivated and oriented towards gaining their job satisfaction through successfully dealing with the numerous complicated and interesting situations which constantly occur in our industry. They will ideally be experienced in the intricacies of debtor based finance and have had accounting and/or auditing experience.

Successful candidates will need to be articulate negotiators who feel at ease dealing with people from shop-floor to board level. The ability to analyse and interpret audited and management accounts will be essential, as will be the ability to write lucid, informative and perceptive reports.

RoyScot Factors, for its part, will provide successful candidates with a generous salary, profit sharing, non-contributory pension, interest free travel loan, company car and house mortgage subsidy.

For an application form and job description please contact:

Mrs V Whyte, Personnel Manager
RoyScot Factors Limited
Exchange Court, 3 Bedford Park
Croydon CR0 2AQ
Tel: 081-686 9988

RoyScot Factors

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DATA COMMUNICATIONS**SALES & SALES SUPPORT 25K TO 40K PLUS**

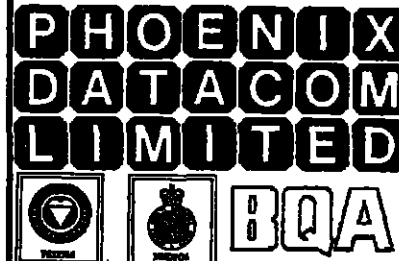
Phoenix Datacom are looking for a major expansion in 1992 and will be recruiting a number of sales and support staff.

Sales candidates, country-wide, should have at least 2 years in a datacommunication sales role.

Support personnel, Aylesbury based, should have a solid background in one or more of LANs, WANs, or Systems.

CVs initially to David Taylor, Sales Director.

Phoenix Datacom Limited



Phoenix House
Smeaton Close
Rabans Lane
Aylesbury
Bucks HP19 3SU
Tel: 0296-397711
Fax: 0296-394431

Today**CLASSIFIED SALES EXECUTIVES**

We have a few vacancies for keen and talented sales executives.

Working in our busy telephone sales department you will be part of a young and energetic sales team generating new business through advertising agencies and direct clients.

You will need a high level of commitment, enthusiasm and determination. An excellent telephone manner, numeracy and basic keyboard skills are also important. An attractive benefits package will be offered to the right candidates.

If you are aged under 30, reside in London and have the ability to sell, please send your c.v. to:-

David Walsh
Commercial Director
TODAY

P.O.Box 477, 1 Virginia Street, London E1 9FN

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- For over 12 years, our experienced professionals have helped solve senior executive problems.

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Maldenhead 0628-21015
North East 091-415 0903
Nottingham 0602-484 525
Winchester 0962-877 737
Yorkshire 0937-580 181

32 Savile Row London W1X 1AG
Tel: 071 734 3879 Fax: 071 734 2620
22 Suffolk Street Birmingham B1 1LS
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071-481 4481

EXECUTIVE OPPORTUNITIES

FAX 071-782 7826

Marketing Controller

Mail Order

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Northern England

Howgate Sable

EXECUTIVE SEARCH AND SELECTION

The company, a major player in the Home Shopping market, is to strengthen its sales promotion team with this senior executive appointment. The existing customer database is extensive, yet there is a constant drive to increase penetration with new products to a wider audience. The Controller will co-ordinate and manage this effort with the help of a fifteen strong support team comprising young graduates and experienced managers.

Applicants will be professionals with wide experience of direct marketing gained either in a mail order or agency environment. They should be analytical, creative and capable of exploiting opportunities. They must be accustomed to the use of databases for the identification, segmentation and targeting of specific promotional offers. They will be proven managers accustomed to controlling significant budgets, be opportunists with presence and a strong personality.

Candidates should send a comprehensive c.v. or telephone for an application form to Howgate Sable & Partners, Arkwright House, Parsonage Gardens, Manchester, M3 2LF. Tel: 061-839 2000 quoting reference. (S.T. 640A).



Business Information Manager (Equities Division)

To combine a general understanding of the Equities market with a detailed knowledge of the IT development process

Attractive salary + banking benefits

UBS Phillips & Drew, part of the AAA rated Union Bank of Switzerland, is a leading investment bank in its own right. This key appointment will manage the relationship between the Equities Division and the central IT function, ensuring that all technical development meets divisional needs in terms of scope, quality, timescale and budget. Further, as a crucial member of the team reporting to the Divisional Head of Logistics, the appointee will act as business analyst, both in general terms and in relation to specific project work, and will ensure that optimum use is made of all available technology.

We would like to hear from experienced IT professionals whose technological strengths include a good understanding of front office, risk management and trading systems, network technology (preferably Novell) and communications networks; they should also be familiar with the Equities market (a knowledge of the European market would be a bonus). We have no prejudices about age, but the intellect and calibre usually associated with a degree is crucial, as are planning and project management skills and the inter-personal abilities to communicate well, both formally and informally, at all levels.

Please send full career details to
Sally Mew, Personnel Manager,
UBS Phillips & Drew
100 Liverpool Street
London EC2M 2RH.



PROJECT MANAGERS

Major IBM Software Project Responsibilities

c.£60,000 Package + Fully Expensed Car

The label "major project" is one open to wide interpretation, although in this instance we have no hesitation in describing the development opportunities offered by my client, as such.

It follows that the Project Managers we seek must recognise themselves as being in the upper quartile of their profession, both in terms of ability and proven experience.

You must have already taken overall management responsibility for several projects of 15+ man years with a value of \$1 million+, and been fully accountable from the very earliest stages of setting goals and defining budgetary and timescale requirements, right through to its final successful delivery and implementation.

Well able to discuss project management theory, as well as practice - and make the benefits of that knowledge available - you will also require a good comparative understanding of project control tools, structured methods, manpower resource planning/scheduling and estimating techniques.

With my client being located throughout the British Isles, mobility is also important.

All things considered, it is unlikely that you will have less than 10 years' experience in large systems development, ideally gained in the banking, financial or retail sectors.

We recognise that these are demanding requirements, but ones in which the level of responsibility is fully reflected in the package and prospects on offer.

To apply, please send your CV to David Wade, BIS Information Systems, Maybrook House, 40 Blackfriars Street, Manchester M3 2EG, quoting reference ST258.

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HUMAN RESOURCE SOFTWARE SALES

Peterborough Software is the UK's leading supplier of Human Resource Management Software and due to the exceptional demand for PS 2000 (Our PC based family of Human Resource Software) we currently have opportunities for:

PC SALES MANAGER
PACKAGE TO 60K PLUS CAR

Due to career progression this vacancy has arisen, to qualify for this key position you should have a proven track record in software solution sales and exceptional man management skills.

You will be required to lead an established successful team and be able to demonstrate that you have the experience and imagination necessary to build on current achievements and to make a significant contribution to the management team.

The introduction of a new range of solutions will call for an exceptional person to take PS 2000 to even greater heights.

PC MARKETING MANAGER
PACKAGE TO 30K PLUS CAR

The advent of a new range of advanced PC Human Resource Solutions means that a vacancy has arisen for a Marketing Manager who can direct the sales and development efforts to produce the best solution for the greatest number of organisations.

Please write with full career details to:-

Caroline Allen, Recruitment Officer,
Peterborough Software (UK) Limited,
Thorpe Park, Peterborough PE3 6JY
Telephone: Peterborough (0733) 555777

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If you're not making the most of your ability, you're probably not fulfilling your earnings capacity either. At Allied Dunbar we take highly motivated, ambitious individuals and help them achieve their goals and realise their true earnings potential.

It is the combination of our range of top quality financial services products and our excellent training which has led to our becoming one of the leading names in the life assurance sector and given our sales force the edge.

You don't need previous experience, just a good standard of education and the talent and confidence to take you as far as you want to go.

Opportunities primarily exist in London and the South East. Please write with a brief CV to Emma Brown, Allied Dunbar Assurance plc, Clockhouse Court, 5-7 London Road, St Albans, Herts AL7 1LA, or call 0727 836511.

Allied Dunbar Assurance plc is an Equal Opportunities Group.

PROFILES

GRADUATE AVAILABLE!

I am a 23 year old University History Graduate (2:1) seeking employment until October this year. I have a level grade A Economics, am hardworking, enthusiastic, adaptable and prepared to travel. I will consider anything from research to sales.
Telephone 0530 60457

A PRIVATE ISSUE

Imaginative and creative "train-maker" (45) with proven track record in turn-around, please business and profit implementation, available as

NON EXECUTIVE DIRECTOR

Former Senior Corporate Director (18 years) with D.K. Ludwig and Citrus S. Eaton Group of Companies, plus Middle East Monarch, after classical training in Germany, Switzerland and France. Financial background, multi-lingual, native German. VAST INTERNATIONAL BUSINESS EXTENSION OPPORTUNITIES. For no-fee effectiveness at Board level or, if desired, special strategic mandates, please contact at UK residence: B. M. Klesner, The Tower, Hardlow Castle, Kent TN11 0EQ. Tel 0732 366129, fax 0732 366178.

WESTERNISED INDIAN PRINCE

In his early 40s with superb international career and 20 years experience in the hotel and club industry is looking for rewarding employment with company or persons in the leisure industry in order to utilise past experience. Also conceived, launched and managed three first class clubs in the West End of London and also conceived a hotel management and training concept. A similar scheme has been launched by one of the world's largest property companies ten years after he first introduced it.
Telephone: Anne Walker 071 798 8284.

EX FORCES/MET POLICE OFFICER

20 years old, single, male caucasian, seeks interesting and varied work worldwide. Current clean full driving licence, excellent man management skills, interpersonal skills, sense of humour and a passport.
Anything legal considered.
Replies please to N Rose, PO Box 82, Chesham, Bucks.
Confidentiality assured

LET ME LEAD YOU TO SAFETY!

Chartered Civil and Structural Engineer, specialises in safety, reliability and risk assessment. Offers a wide range of services, including studies, hazard, safety and safety case development. Overseas and onshore experience, technical and managerial, together with an outstanding level of computer literacy. Available for short or long term assignments.
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DOES QUALITY MATTER TO YOU?

I am a PhD Economist (U.S. citizen) with 23 years experience in education, banking, treasury functions, insurance, investments, and asset/liability management including Latin American experience.
I am seeking employment in UK/Europe.

If experience and quality matter to you
Please reply to Box No 7662

PROFILES

MATURE WOMAN with 20 years experience in sales, advertising, public relations, training, and management. Please reply to Box No 7748.

PROFESSIONAL, businesswoman, recently based in London, seeking a new challenge. Please reply to Box No 7748.

TRAVELLING salesman with 20 years experience in sales, advertising, public relations, training, and management. Please reply to Box No 7748.

SALES & MARKETING

ARE YOU CURRENTLY WORKING IN THE INSURANCE INDUSTRY?

As a manager or prospective manager with a proven ability, a clearly defined industry, please send CV to: John Moorhead, Myria Group, The City Business Centre, Suite 14, 2 London Wall Buildings, EC2M 6PP.

GRAHAM PENDERED 071-262-3400

FINANCIAL INDUSTRY SOFTWARE SALES/SALES SUPPORT. I am a 35 year old, single, male caucasian, seeks interesting and varied work worldwide. Current clean full driving licence, excellent man management skills, interpersonal skills, sense of humour and a passport. Anything legal considered. Replies please to N Rose, PO Box 82, Chesham, Bucks. Confidentiality assured

SPECIALITY CHEMICALS - TEESIDE

WITH AN IMPRESSIVE TRACK RECORD OF GROWTH IN RECENT YEARS, OXFORD CHEMICALS IS POSED FOR FURTHER SUBSTANTIAL EXPANSION BOTH AT HOME AND ABROAD BY CONTINUED ORGANIC DEVELOPMENT, AND BY ACQUISITION. THE BUSINESS HAS FACILITIES LOCATED NEAR OXFORD, TEESIDE AND THE USA WITH TWO THIRDS OF SALES COMING FROM OVERSEAS.

THE COMPANY NOW WISHES TO APPOINT A SENIOR LEVEL FULLY RESPONSIBLE TO THE BOARD, WHO WILL MAKE A VIGOROUS CONTRIBUTION TO THE DIRECTION AND SUCCESS OF THE COMPANY. YOU WILL BE EXPECTED TO ENSURE THAT PROFESSIONAL STANDARDS OPERATE THROUGHOUT, AND THAT THE CUSTOMER RELATED INFORMATION YOU GENERATE IS USED EFFECTIVELY IN MANAGING THE BUSINESS. EXPERIENCE OF CHEMICAL OR FLAVOUR AND FRAGRANCE INDUSTRIES WOULD BE PREFERRED. FLEXIBILITY IN FRENCH AND/OR GERMAN IS ESSENTIAL.

THIS IS A UNIQUE OPPORTUNITY TO JOIN A MANAGEMENT TEAM WITH AGGRESSIVE GROWTH AMBITIONS FOR WHICH A HIGH LEVEL OF DRIVE AND ENTREPRENEURISM IS A PREREQUISITE.

THE POSITION COMMANDS AN EXCELLENT REMUNERATION PACKAGE INCLUDING A COMPANY CAR AND BENEFITS.

CANDIDATES SHOULD WRITE WITH THEIR FULL CAREER AND SALARY DETAILS TO:
JOCELYN H. MILLER,
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OXFORD CHEMICALS LTD,
NORTH GARE,
SEATON CLAYTON, CLEVELAND,
TS25 2DT
(DEFINITELY NO AGENCIES)

PROJECT MANAGER

Package up to £32k
LONDON - City Based

Our client is a subsidiary company of a blue chip plc, and is one of the world's leading providers of high technology communication systems. They have been successful in winning many large turnkey communication projects within the advanced office environment and MOD.

We are seeking an individual who is qualified to degree level and who has a proven track record as a Project Manager. The successful candidate will be expected to liaise with clients at a senior level, and will be financially responsible for fast track projects worth £1-2 million. Experience of managing a trade contract or prime contract is essential. Knowledge of Ethernet, Token Passing Ring and structured cabling systems are desirable.

If you think you have the skills please write in confidence to: Mr Mel Edwards at

SCAN APPOINTMENTS (REF:ST3)

"Kingsway"
Holbeck Drive
nr Spalding
PE12 0PX

COVENTRY HEALTH AUTHORITY

DIRECTOR OF FINANCE

Up to \$45,000 + Performance Related Pay + Lease Car

Following the promotion of the existing postholder to a post at national level, a Director of Finance, who will also be an Executive Director, is required to:

- * Contribute to the overall health care direction of the Authority
- * Ensure efficient use is made of finance and other resources
- * Contribute to the resolution of complex financial and management issues
- * Be innovative in forging successful financial partnerships with other statutory and voluntary bodies
- * Be responsible for the normal range of statutory financial activities

Coventry Health Authority currently has a budget of £100m to serve a population of 318,000 and the District is currently examining with main Provider Units the purchasing and provision of services to the year 2000. All Units in Coventry are sites for the implementation of a Hospital Information Support System.

Future projections indicate that measures previously taken will lead to a significant increase in financial resources in the immediate future.

The current postholder at present is a board member of a number of Business Agencies.

The post offers an exciting opportunity for a qualified financial professional used to making a wider contribution than purely financial in a health related or other large organisation.

Further information and application package are available from: Mrs S Wilcox, Head of Personnel, Coventry Health Authority, Christchurch House, Greyfriars Lane, Coventry, CV1 2GQ. Tel (0203) 844022.

Closing date Friday 27th March 1992

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Interested applicants are invited to contact the School (Mrs. D. French) on 01835 81111 for further details and application form. Interviews will be held on 6th and 7th April with a closing date for applications to be received by 12 noon on 27/3/92.

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The new School of Architecture will open in Autumn 1992, firstly with a Foundation Course, and subsequently with a postgraduate and undergraduate programme for students entering various branches of the building industry.
The Institute now wishes to appoint an outstanding individual to be responsible for all administrative functions. Reporting to the Chairman of the Board of Governors and leading a small team, the person appointed will work in close liaison with the Directors of Studies and Research.
Key responsibilities will include:
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• carrying out the registrar's function together with liaising with teaching staff
• property management and purchasing
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The ideal candidate, aged 40+ with a professional or degree level qualification, should be a highly capable administrator with a strong financial or accountancy bias. Experience should include the setting up of new organisational and administrative systems. Essential personal qualities are a positive and dedicated approach combined with flexibility and a high level of interpersonal and communication skills. A strong interest in and empathy for the aims of the Institute are essential.
Interested applicants should write, enclosing a detailed CV to Philip Gardiner at the address below, quoting reference 91203NT.
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- YES** ☐ I am aged between 21-35
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Deputy Secretary-General

Following Margaret Hyde's assignment with the International Save the Children Alliance, the Council is seeking to recruit a Deputy Secretary-General.

As the Arts Council's deputy chief executive, the postholder deputises for, assists and advises, the Secretary-General in all aspects of the Council's work in England, Scotland and Wales.

She/he will be a good manager and planner, an experienced negotiator and decision-maker – and will be able to contribute to policy-making and to represent the Council publicly. Key duties will include the co-ordination of the Council's Four-Year Plan, implementation of the forthcoming National Arts and Media Strategy and relations with the Regional Arts Boards. Applicants must have first class managerial and administrative experience with a broad knowledge and understanding of the arts.

The appointment is initially for a period of five years. Salary circa £46,000 per annum and the Council has a non-contributory pension scheme.

For an application form and job description, please contact the Personnel Department, Arts Council, 14 Great Peter Street, London SW1P 3NQ. Tel: 071-973 6449. Closing date for receipt of applications: 25th March 1992.

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Stay put to get ahead

A new survey says promotion comes sooner to those who wait, George Bickerstaffe writes

The British manager's traditional love affair with job mobility — the idea that getting on means reaching out to greener pastures — may be a mistake. New research suggests that those who stay put may have more successful careers.

"There is no evidence to suggest that moving jobs helps you get on," says Professor Peter Herriot, the research director at Sundridge Park Management Centre in southeast London. His research shows that the longer managers have stayed with employers, the more senior they are and the higher their salary.

A survey of 753 junior, middle and senior managers at Sundridge showed that even UK managers in their mid-thirties are likely to have worked for three organisations and to have held four jobs in their company, half of them promotions. On average, managers were promoted every 2.2 years and changed organisation every seven years.

In addition, the survey found that the more frequently managers moved the less satisfied they were with their progress.

"The faster they are moved and promoted, the higher are managers' expectations that they will reach the top," Professor Herriot says. "But in the lean and hungry organisations of the 1990s there will be far fewer levels of management. Consequently, opportunities for promotion are becoming fewer and further between. Managers will need to think of their careers in new ways — less thrusting upwards and onwards, more exploring new territories in subtle sideways movements."

Although most UK managers still believe that rapid job moves are vital to career progress, mobility is probably decreasing, and not just because of the recession. New corporate strategies and structures are changing the traditional belief that a managerial career means a steady ascent through layers of status, responsibility and salary.

For example, during the 1980s most companies inexorably chip-

ped away at middle management levels, creating flatter structures and reducing promotion prospects. Changes in strategy can also mean that new emphasis is given to specific functions, such as marketing, while technological development might create completely new types of jobs. Mergers, acquisitions and liquidations have also caused new career uncertainty.

Professor Herriot believes traditional job movements within large organisations as a method of management development will also decrease.

"Large companies have traditionally prepared cohorts of potential senior managers by moving people every 18 months or so between jobs and functions," he says. "That is losing popularity, first because people expect these moves to be a promotion, and with the levelling of management the jobs are just not around, and second because, if they prepare people in this way, there is no guarantee that they will be able to keep them."

"I think we will see much more

development effort going into keeping people in the same job or at the same level but broadening them through project work and such things as secondment."

BP, for example, is introducing a group-wide programme to improve skills and experience at all levels. An implicit message is that

'Managers will need to think less of thrusting upwards and onwards, more of exploring new territories in subtle sideways movements'

development is not only about moving jobs and climbing the ladder but also about enriching your current job and improving satisfaction.

"This emphasis is quite new for some people on our fast-track programme, who have traditionally been developed by a series of frequent planned moves," says

Karen Roberts, of BP's human resource group. "Such moves will still take place, but as the organisation becomes flatter people will move less frequently. So it will be more important to maximise development in their current jobs."

The Sundridge survey looked at other factors besides mobility af-

have been with their employer a shorter than average time, they are more likely to intend to leave, according to the survey.

Professor Herriot says lack of job satisfaction is the prime reason for leaving a company. "Salary and perks come way down the list," he says. "But companies hiring them tend to offer more because they think that is what they want."

The survey results provide additional evidence that women managers are paid less than men for equal work and are more likely to leave a job, and — surprisingly — that non-graduates are promoted higher than graduates. This may be because graduates tend to be concentrated in technical jobs.

"It is difficult to say during a recession, when all the cards appear to be in the employer's hand," Professor Herriot concludes, "but what we really need is greater communication between employers and employees about careers. They need to be greater partners. During the next five or ten years it will become increasingly important for both sides."



Ken Ryna

LIFE AFTER REDUNDANCY

How I joined a new species

WHEN I last left a job it was by my own decision. The year was 1985 and I walked straight into a new job. This time round I was made redundant and there were no jobs of any kind to walk into. I had to start again, to re-invent myself as though I were a newly minted graduate, not somebody deep into middle age.

I will not pretend I was not daunted by the prospect. I have woken up in a cold sweat in the middle of more nights than I like to think about.

The first and most important discovery I made in my new life was that all my past employers had been thieves. I mean that literally. They had consumed far more of my time than they ever paid for.

If you have a job that is anything more than pure routine you live with it all your waking hours, consciously or not. Virtually all the originality or creativity you have is absorbed by the job that pays your salary. When you have no job, you are at once recovering the use of your talents.

My second discovery was that any job tends to cast you in its own restricting mould. My last job was as a leader writer on the *Today* newspaper. So for five years I had concentrated on whatever interested that newspaper.

Now my mind was liberated from the preoccupations that went with that job. I could think about anything I chose. I could do whatever I had it in me to do. Here I made my third discovery. There was, in fact, quite a lot in me. It was nothing more nor less than the accumulated experience of the years, a pile of resources lying like an undiscovered coal seam at the back of my mind.

Years are undoubtedly a handicap when you are looking for a job. Employers prefer young people, claiming they are more energetic, creative, flexible and all that. This is claptrap dreamt up by human resources departments to provide a respectable cover for the truth — that employers prefer youngsters because they come cheap and are less likely to talk back. I had proof of this when I applied for a rare job spotted in an obscure journal.

With disarming frankness, my prospective employer replied: "I am looking for somebody I can boss around. You would probably boss me around." Quite so.

Years, however, need be no handicap if you are self-employed. Then something else steps in to replace the dubious assets of youth: the aforementioned experience.

After years in your trade or profession you know a great deal. Parcel it up in neat packages that suit the market and you will be surprised how many buyers there are. That, at least, is what I have found. I have co-written and published one book, *Typically British? The Prudential-MORI Guide*, with Robert Worcester, and aim to write several more.

I have a dozen other plans, too, pinned up in front of me as I write.

One short-term set of pretty firm commitments should pay my bills for the next few months.

A second set, less firm, will see me through two or three years if they come off.

A third set, more wobbly still, will make me rich beyond the dreams of Croesus.

My new life may yet end in tears or the dole queue. All I can say is that I find work far more exhilarating now than for many years.

The irregular way in which money arrives is disconcerting after you have been salaried. I can never decide whether to live every day like a millionaire and hope for the best, or like a pauper and expect the worst.

The best guide to unemployment I have found, incidentally, is not some gormless manual that tells you how to make your curriculum vitae look interesting or the best way to cut a dash at an interview.

What you really need is a good book on evolution. "Adapt or die" is a rule as vital for the middle-aged, middle-class man out of work as for any other threatened species. I only wish I had started my own evolution into the sub-species of the self-employed many years earlier.

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Limit to redundancy payment

North Tyneside Metropolitan Council v Allsop
Before Lord Justice Parker, Lord Justice McCowan and Sir John Megaw

[Judgment March 3]
A local authority had no power under the Local Government Act 1972 to make redundancy payments which were for amounts in excess of those which it was obliged to make under section 61 of the Employment Protection (Consolidation) Act 1978 and under regulations made pursuant to the Superannuation Act 1972.

The Court of Appeal dismissed the appeal of North Tyneside Metropolitan Borough Council from the judgment of the Queen's Bench Divisional Court (The Times October 8, 1991) granting the applicant, David Allsop, district auditor, a declaration that items in the council's accounts for the financial year 1990/1991 attributable to the making of enhanced severance payments were unlawful and ordering that there should be rectification of the accounts.

Section 111 of the Local Government Act 1972 provides: "(1) subject to the provisions of this Act and any other enactment . . . a local authority shall have power to do anything which is calculated to facilitate, or is conducive or incidental to, the discharge of any of its functions."

Mr James Goudie QC and Mr Mark Love for the council; Mr John Howell for Mr Powell; Miss Elizabeth Slade for the Local Government Management Board, interveners.

LORD JUSTICE PARKER said that the issue was whether the council had any power to make payments to persons made redundant in excess of those which it was obliged to make under section 61 of the 1978 Act and those which it was obliged or empowered to make under the regulations referred to, which regulations were made under the Superannuation Act 1972. The council contended that it had such power by virtue of sections 111 and 112 of the Local Government Act 1972. The primary submission of the council was that the power existed by virtue of section 112 alone; alternatively, the power existed by virtue of section 111 coupled with section 112. In the former alternative, it was submitted that the power existed by virtue of section 111 coupled with the council's primary contention and its alternative contentions.

It was accordingly submitted that if the power to make the disputed payments could be found in section 112 there could be no question of it being excluded or affected by any other Act or enactment.

It was submitted, however, that there must also be inherent power to dismiss and to fix terms for dismissal including terms for payment in the event that dismissal was on the ground of redundancy.

His Lordship could not accept that submission. In his judgment, the power to do anything which was not expressly provided for by section 112 had to be found, if in section 111.

Was the power to be found in section 111 coupled with section 112? The essence of the submission was that the express duty was a function of a local authority and it was conducive to the discharge of that function to make or agree to make redundancy payments.

Further, although section 111 was subject to the Act itself and any other enactment passed before or after the Act, section 112 was the dominant section. If the function itself was subject only to the Act then notwithstanding the express words of section 111, the ancillary power conferred by it must also be subject only to the Act. His Lordship regarded that argument as untenable.

Was the power to be found in section 111 coupled with the functions in Part IX? There could be no doubt that, by virtue of section 111, a local authority had power to engage staff on agreed terms and to dismiss them. It could not otherwise discharge any functions.

For the auditor, it was argued that even if such power were not made subject to the Act and any other enactment there would be no power to make or provide for redundancy payments. The basis of that argument was that to make or provide for redundancy payments would be ancillary to an ancillary power and that section 111 only allowed for powers ancillary to an express function.

go with the kernels. After the runs had been designed, Lemhill Ltd was incorporated for the purpose of making them and 30 per cent of the shares were issued by the plaintiff, the defendant being owned by the defendant and his wife.

In due course, the defendant became a director of Hookeide. By a guarantee in writing, the plaintiff guaranteed all liabilities of Hookeide to the Royal Bank of Scotland up to £3,500. The defendant was well aware of the existence of the guarantee.

By March 1987 Hookeide was solvent and trading profitably and it took over all the assets and undertakings of Lemhill and discharged the liabilities of Lemhill. The plaintiff further guaranteed the payment of Hookeide's debts up to £12,000.

During the plaintiff's absence on holiday, it was alleged that the defendant dishonestly purported to invoice Hookeide, on behalf of Lemhill, of a large sum of money, despite the fact that the assets and

His Lordship regretted that he did not follow that at all. That being so, the real question for determination was simply whether any such power was excluded or restricted by the Act itself or any other enactment passed before or after the Act.

His Lordship referred to the provisions of sections 7 and 24 of the Superannuation Act 1972, the Local Government (Compensation for Premature Retirement) Regulations (SI 1962 No 1009) and the Local Government (Compensation for Redundancy and Premature Retirement) Regulations (SI 1964 No 740), both of which were made under section 24, and concluded that the Divisional Court was right.

His Lordship said that to give a different answer would involve ignoring the restriction or limitation imposed by the opening words of section 111 and the plain intention of Parliament that the secretary of state, subject to parliamentary power to annul regulations in accordance with the Act, should be in complete charge of what was to be or might be paid on redundancy in addition to the payments provided for by the 1978 Act.

LORD JUSTICE McCOWAN and Sir John Megaw agreed.

Solicitors: Mr E. D. Nixon, North Shields; A. Child, Beachcroft Stanley.

Party has duty of good faith towards joint venturer

Elliot v Wheeldon
Before Lord Justice Dillon, Lord Justice Nourse and Lord Justice Leggatt

[Judgment March 5]
Where two parties entered into a joint venture through a company, with one of the parties guaranteeing the company's liabilities, the other party owed a duty to conduct himself in such a way as not to increase the other party's liabilities except in good faith.

The Court of Appeal stated in dismissing an appeal brought by the defendant, John Wheeldon, against the decision of Mr Justice Jeffs, QC, sitting as a deputy judge of the Chancery Division on May 6, 1991 holding that the order of Master Munrow striking out the statement of claim of the plaintiff, Maryn Wheeldon, be discharged.

The plaintiff was a substantial shareholder in Hookeide Endosures Ltd which made fibre glass kernels. The plaintiff asked the defendant to design steel runs to

undertaking of Lemhill had already occurred.

Mr Richard Mawrey, QC and Mr Bernard O'Sullivan for the defendant; Mr Geoffrey Zelin for the plaintiff.

LORD JUSTICE NOURSE said that Mr Mawrey, while accepting that the defendant, as a director of Hookeide, owed a fiduciary duty to the company, argued that no such duty was owed by a director to strangers with whom the company was dealing nor to creditors or contingent creditors of the company.

As a general proposition that might well be true but it was arguable on the facts of the present case on the basis of particular joint venture that the point could succeed and the writ and statement of claim would stand.

LORD JUSTICE DILLON and Lord Justice Leggatt agreed.

Solicitors: Redfern & Stigant, Chesham; Mowbray Woodwards, Bath.

Council can recover flats

Camden London Borough Council v Shortlife Community Housing Ltd and Others
Before Mr Justice Millett

[Judgment March 4]
Occupants of flats intended to be short-life housing were not entitled to tenancies but only to short-term licences and, therefore, the local authority owners of the buildings were entitled to an order for possession.

Mr Justice Millett so held in the Chancery Division when granting a declaration that neither Shortlife Community Housing Ltd (SCH) nor any of the 62 other defendants, occupants of flats in Gray's Inn Road, were entitled to protected tenancies rather than short-term licences.

Mr Anthony Mann, QC and Miss Jacqueline Baker for the council; Mr Terence Gallivan for SCH; Mr David Watkinson for the 62 occupants of flats.

MR JUSTICE MILLETT said that the London Borough of Camden sought a declaration that SCH and any of the 62 other defendants, occupants of flats in Gray's Inn Road, were entitled to protected tenancies rather than short-term licences.

The questions were: (i) whether SCH had a tenancy or licences of the blocks or any part of them, and (ii) if so, whether any of such tenancies were protected by Part II of the Landlord and Tenant Act 1954. It was common ground that unless both questions were answered in the affirmative the council was entitled to succeed against all defendants.

From 1966 to 1978 the three blocks were used to house council tenants, but then the council made them available to SCH for use as short-life housing until it required the buildings for modernisation or demolition.

That policy had been adopted in order to avoid a repeat of housing during a period of acute shortage and to prevent them being invaded by squatters and vandals.

SCH was formed in 1970 as an unincorporated association of a tenants' cooperative, and it was registered as a charity. It paid to the council a nominal rent of 50p a week for each property. The council regarded it as an extension of its own social housing programme and the council was a net provider not a recipient of funds.

Persons let into occupation automatically became members

of SCH. They were required to sign a document expressed to be a licence and not a tenancy, and SCH which in terms stated "SCH holds a licence from the council (which is simply a permission to occupy and is not a tenancy)".

It described the weekly payment as rent and stated "members must pay rent". It contained no provision for termination, save that notice would be given "as soon as practicable after receipt of termination of licence from the owners of the premises".

In 1983 SCH was incorporated as a company limited by guarantee, with the same objects as those of the unincorporated association. All the flats were self-contained and occupants were given their own keys and enjoyed exclusive possession, as their predecessors had done.

In *Street v Mountford* (1985) AC 809 the House of Lords held that, save in exceptional circumstances, the grant of exclusive possession of residential accommodation for a term as a rent created a tenancy.

It was not to say that special circumstances in the wider sense were irrelevant. They might negate an intention to create legal relations or to grant exclusive possession but that was all. Where otherwise there would be no standard by which "exceptional circumstances" could be evaluated.

It was common ground that each licence of a flat was intended to create legal relations. But each licence was the consequence of a wider and continuing relationship between the parties, that existing between a local authority with housing responsibilities and a short-life housing organisation.

That was, however, not a relationship to which a legal right of exclusive possession could be attributed.

referred to some other legal relationship such as vendor and purchaser or master and servant and (iii) where the grantor had no legal power to create a tenancy, as in the case of a requisitioning authority.

As Lord Templeman had pointed out, while the right to exclusive possession distinguished a tenancy from a licence, not every occupier with exclusive possession was a tenant.

Owners and trespassers did not rely on anyone's consent. Purchasers and employees might be given the legal right to exclusive possession but in such cases the right may be referable to a legal relationship other than that of landlord and tenant.

Where, however, the only legal relationship was that of grantor and grantee of a legal right of exclusive possession, then a tenancy was created.

It followed that in the absence of some other legal relationship to which it could be attributed, the grant of a legal right of exclusive possession by a body with power to grant it to a body with power to occupy it created a tenancy.

But the judge had to reflect that the relationship of landlord and tenant and there was no room for special circumstances to negative the consequences of the transaction.

That was not to say that special circumstances in the wider sense were irrelevant. They might negate an intention to create legal relations or to grant exclusive possession but that was all. Where otherwise there would be no standard by which "exceptional circumstances" could be evaluated.

It was common ground that each licence of a flat was intended to create legal relations. But each licence was the consequence of a wider and continuing relationship between the parties, that existing between a local authority with housing responsibilities and a short-life housing organisation.

That was, however, not a relationship to which a legal right of exclusive possession could be attributed.

Accepting that a prison sentence for his subsequent breaches was not wrong in principle, the husband argued that Judge Bell's

Having considered in detail whether, in the light of all the evidence, the parties intended SCH to have a legal right to exclusive possession of any of the flats, and if so whether at the material time the council had the legal power to carry that intention into effect, his Lordship concluded that once incorporated SCH could not fulfil the "tenant condition" prescribed by section 28(3) of the Housing Act 1980, in that whether or not an unincorporated association could be regarded as an individual or as individuals, a body corporate could not be so regarded; any purported grant of a tenancy to SCH made after 1980 would have been *ultra vires* the council and void.

His Lordship was also satisfied that unless the parties expressed an intention differed from their true intention, or failed to reflect that intention, their professed intention plainly demonstrated by the terms of the documents that no legal right to exclusive possession was to be granted.

The strength of SCH's case lay in the fact that all the flats were self-contained, were adapted for occupation by persons enjoying exclusive possession and had previously been so occupied by council tenants. SCH had exercised complete control over allocation of flats, had handed keys to the occupants and no keys had been retained by the council or by SCH.

SCH fixed the rents and collected and retained them for its own benefit. The council however did not intend, or even assume, that SCH would exercise rights of exclusive possession to the occupants.

The council's claim succeeded. No tenancy of any flat was created and the declaration sought by the council would be granted.

Solicitors: Winckworth & Pemberton; Alan Edwards & Co, Notting Hill; Bindman & Partners.

Husband's sentence correct

G v G

Persistent breaches of a non-molestation injunction by a husband that involved no physical violence but which put his wife in fear entitled a judge to sentence him to 16 months imprisonment for contempt of court.

The Court of Appeal (Lord Justice Nourse and Mr Justice Thorpe) so held on February 26 when dismissing an appeal by a husband against a sentence of 16 months imprisonment made by Judge

Bell in Carlisle County Court on January 3 and 6, 1992.

MR JUSTICE THORPE said that the husband was committed to prison for four months for earlier breaches in July 1991. On his release early in November he had been warned by the judge of the serious consequences of any further breaches.

Accepting that a prison sentence for his subsequent breaches was not wrong in principle, the husband argued that Judge Bell's

sentence was manifestly excessive in a case where there was no physical violence against the wife. But the judge had found that the husband had undertaken a campaign of threats to put his wife in fear; had not heeded the judge's warning and had shown a complete absence of contrition and good sense. Only his removal for a significant period would afford the wife protection. Despite the absence of actual physical violence, the sentence imposed by the judge was above criticism.

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Managing Director
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Fashion Outwear Company is seeking an enthusiastic and organised secretary.
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£17,000 a year + benefits.
Excellent opportunity for PA (24-36) with good shorthand and typing speed for chief manager of bank in the City. Must be experienced and fluent in Italian and English and fluent Italian speaker. Call Sue Francis.
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Presentable well-spoken person needed to join the Marketing Office in a residential development. Previous successful sales experience an advantage. The successful candidate must be self-motivated, able to set on own initiative, and possess confidence dealing with clients. Must be a good team player. Salary £12,000 per annum. Please send CV to:
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URGENTLY REQUIRE A FIRST CLASS RECEPTIONIST/TELEPHONIST
8-month contract. Possibility of permanent. PAKS 20 lines x 50. max. Excellent benefits package. Must be self-motivated, good speaking voice, alert and friendly personality, ability to work effectively and cheerfully under pressure. Hours 9.15 to 5.30.
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Salary £14,250. Near Green Park tube.
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SUPER SECRETARIES
AS AGENCY we require bright, professional secretaries for various positions. Salary £12,000 per annum. Please send CV to:
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Skills: 65wpm typing Age: 22-30
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BBC 1

- 6.00 **CeeFax** (25095) 6.30 **Breakfast News** (57876102)
9.05 **Kilroy** A topical discussion hosted by Robert Kilroy-Silk (9004763)
9.50 **Hot Chicks** Paul and Jeanne Rankin prepare fried gougnettes of monkfish with a sesame and ginger vinaigrette (8057250)
10.00 **News** regional news and weather (8071505) 10.05 **Playdays** (8457004) 10.25 **Peddlington Peas** Cartoon (r) (8974055) 10.35 **No Kidding** Mike Smith hosts the family quiz (s) (8427765)
11.00 **News** regional news and weather (4109783) 11.05 **Beautywise** Tips on how to stay young and beautiful (s) (3064689) 11.30 **People Today** (5833102) including at 12.00 **News** regional news and weather (8016515) 12.05 **Peddlington Peas** (s) (2553531)
1.00 **One O'Clock News** and weather (8016515)
1.30 **Neighbours** (CeeFax) (s) (8127757)
1.50 **Racing** Cheltenham National Hunt Festival Julian Wilson introduces the final day's line-up (2.15) **Daily Express** Triumph Hurdle, (2.30) **Ritz** Club National Hunt Chase, (3.30) **Tote** Cheltenham Gold Cup. Continues on BBC2 at 3.55 (s) (3082993)
3.50 **Children's BBC** Melvin and Maureen's Music-a-Grams (s) (5452567) 4.05 **Against the Storm** Haluk Bilginer reads the fourth of a five-part story by Gaye Hoylmez for Jackanory (s) (5000473)
4.20 **The Further Adventures of SuperTed** Cartoon (r) (4813833) 4.30 **Disco Heights** (CeeFax) (s) (6670229) 4.55 **Newsround** (5116763) 5.05 **Blue Peter** (CeeFax) (s) (8602589)
5.25 **Neighbours** (CeeFax) (s) (401096) Northern Ireland: Inside Ulster
6.00 **Six O'Clock News** with Anna Ford and Andrew Harvey. (CeeFax) (547)
6.30 **Regional News Magazines** (299) Northern Ireland: Neighbours (CeeFax) 7.00 **Top of the Pops** (s) (3831)
7.30 **EastEnders** (CeeFax) (s) (118)
8.00 **Last of the Summer Wine: A Landlady for Smiler** More gentle humour from the Yorkshire Dales (r) (CeeFax) (s) (9251)
8.30 **Us Girls** Valentine's day sets hearts racing and tempers flying in the Penstock household. (CeeFax) (s) (8386)
9.00 **Nine O'Clock News** with Marilyn Lewis (CeeFax). Regional News and weather (8980)
9.30 **Budget Response** by Alan Both, treasury spokesman for the Liberal Democrat party (555557)
9.45 **Periwig: Prisoner and Escort** The pilot episode of the proleptic Dick Clement and Ian Fraser sitcom in which Fletcher (Fionnula Barker) begins his life-long sentence (r) (CeeFax) (534676)



Butting in: Ruby Wax sucks up to Lauren Bacall (10.10pm)

- 10.10 **The Full Wax** II
CHOICE: The shini and exuberant Ruby Wax is back with her cheerfully bawdacious style that will delight and irritate in equally large measures. The munter is as before, with Jennifer Saunders gamely playing sloopie, a celebrity guest and a jokey report from the United States by someone called Taffy Turner. Carrying over a gag from the last series, Ruby stages another carefully scripted galesch on Joanna Lumley, who is made up to look like the villain in a Hammer film. The star guest, enclosed into Ruby's vulgarly decorated studio lounge, is Lauren Bacall. Ruby is a terrible interviewer, butting in at all the time, and for all her bluster just as bland as Wogan. At one point Saunders makes an impassioned plea for decent clothes and decent lines. She gets the biggest applause of the evening (s) (8885)
10.45 **Question Time** Peter Sessions is joined by Douglas Hurd, foreign secretary, Margaret Beckett, Labour's treasury spokeswoman, Dr Ann Robinson, head of the policy unit for the Institute of Directors, and Malcolm Bruce MP, Liberal Democrat spokesman for Scotland (671102) Northern Ireland: Spotlight, 11.15 **Question Time**
11.45 **Second Chance** Fifty-year-old Jean Cowley on how she has been able to develop her artistic skills (CeeFax) (552744)
12.00 **Paradise Western** series (3611058) Northern Ireland, 12.15am **Second Chance**, 12.30 **Faces of Islam** 12.45am **Weather**
12.50 **Faces of Islam** British Muslims talk about their faith during the holy month of Ramadan (4618131) 1.05 **Choice**
2.00 **The Way Ahead** (r) (6779435) Ends at 2.15

BBC 2

- 6.45 **Open University** Magnetic Earth (8914366) Ends at 7.10
9.00 **News** (9551385) 9.15 **Westminster** (8711454)
9.00 **Daytime on Two**
2.00 **News and Weather** (7420216): You and Me (r) (5675578)
2.15 **Advice Step** The achievements of the Equal Opportunities Commission over the past 17 years (3662183)
3.00 **News and weather** (3511095) followed by **Westminster Live** including prime minister's question time (8320270) 3.45 **News and weather**, regional news and weather (4570812)
3.55 **Racing** Cheltenham National Hunt Festival. Julian Wilson introduces further coverage of the final day's races: (4.05) **Christie's Footwear** Steeplechase Challenge Cup (s) (3181378)
4.30 **Cardboard** Word game hosted by Paul Cole (r) (1116)
5.00 **Seabrook's Year** The opening season is a lucrative period for Richard Seabrook (r) (8903) 5.30 **Food and Drink** (r) (s) (876)
6.00 **Film: Escape from Zahrain** (1982). Stodgy adventure starring Yul Brynner as a rebel Arab leader who hijacks an ambulance and flees across the desert. Directed by Ronald Neame (24367). Wales: See Hear: 6.30 **Deutsch Direkt**: 6.55 **Audio Shop Extra!**: 7.00 **Bazaar**: 7.25 **Expenditure!**
7.30 **First Sight** Flying for Air. The link between air pollution and asthma (725). Northern Ireland: Situations Vacant; Wales: Abroad in Britain; East: Matter of Fact; Midlands: Midlands Report; North, Northeast, Northwest: Close Up North; South: Southern Eye; Southwest: Western Approach; West: Current Account
8.00 **Abroad in Britain: House Aboy**. The series about British exiles looks at the Solent, a Mecca for sailors. Presented by Jonathan Meades. (CeeFax) (7883). Wales: 8.00 **How Green?**
8.30 **Top Gear**. The latest sports cars from France (8928)
9.00 **Red Dwarf V: Quarantine**. More space-age comedy antics. Starring Chris Barrie and Craig Charles. (CeeFax) (s) (5522)



Repeated warnings: Captain Nick Barker and his ship (9.30pm)

- 9.30 **War Stories: Nick Barker, Captain of HMS Endeavour**
CHOICE: This first in a series of 'personal views' of the Falklands conflict is not calculated to please Mrs Thatcher. It comes, ironically, not from some left-wing pacifist but an unshamed imperialist. Nick Barker was captain of the Antarctic patrol ship, HMS Endeavour. Three times, in late 1981 and early 1982, he sent warnings to London that Argentina was preparing for war against the Falklands. His messages were ignored, battle was lost and 1,000 lives were lost. Barker claims that had he been listened to the deaths could have been avoided. But the Endeavour was under threat from defence cuts and Whitehall saw Barker as playing politics. Although Barker's views were reported in the press at the time, he could not speak publicly. Now, having left the Navy, he can. He does not put punches. (CeeFax) (903259)
10.10 **The Naked Actor** Nicholas Craig (Nigel Planer) returns to instruct a class of students in the techniques of television. The formal gives Planer a double comic edge. On one level he is parodying the acting workshop, with his earnest attention to technique and desperate attempts to be kind (and funny). On the other, he is a genuine teacher. Using clips from the real thing, but could we run through it just once more...? At the same time, he takes a quizzical look at television genres, in this case the topical discussion show as represented by **Question Time**. Planer's dissection of this genre is both funny and insightful. Barker claims that had he been listened to the deaths could have been avoided. But the Endeavour was under threat from defence cuts and Whitehall saw Barker as playing politics. Although Barker's views were reported in the press at the time, he could not speak publicly. Now, having left the Navy, he can. He does not put punches. (CeeFax) (903259)
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2.00 **The Way Ahead** (r) (6779435) Ends at 2.15

ITV

- 6.00 **TV-am** (3529783)
9.25 **Lucky Ladders** Word-association game show (s) (9164239) 9.55 **Thames News** (625338)
10.00 **The Time** The Place... Topical debate (6578763)
10.40 **This Morning** The daily magazine presented by Judy Finnigan and Richard Madeley (4330387). Including at 10.55 **ITN News** headlines, and at 11.55 **Thames News**
12.10 **The Riddlers** Children's puppet series (924638)
12.30 **ITN Lunchtime News** with Nicholas Owen and Sonia Russell. (Oracle) (Weater) (761280) 1.10 **Thames News** (7702183)
1.30 **Home and Away** (Oracle) (6562229)
1.50 **A Country Practice** Australian medical drama (s) (8695229)
2.20 **TV Weekly** Alan Diamond looks at programmes on ITV and Channel 4 (4680051)
2.50 **Take the High Road** Drama set in the Scottish Highlands (800288) 3.15 **ITN News** headlines (3521473) 3.30 **Thames News** headlines (3521473)
3.55 **Children's ITV** Tucson Tees. Cartoon (s) (4583222) 4.05 **Dangerous** Animation. (Oracle) (s) (6519454) 4.30 **Runaway Bay** Children's series set on the island of Martinique (s) (522) 5.00 **Perry Pig** Cartoon (r) (9738034)
5.10 **Who's the Boss?** American comedy series starring Tony Danza (899828)
5.40 **ITN Early Evening News** with John Suchet. (Oracle) (Weater) (672857)
5.55 **Thames Help** with Jackie Sprockley (r) (897744)
6.00 **Home and Away** (r) (Oracle) (6562229)
6.30 **Thames News** (Oracle) (6562229)
7.00 **Emmerdale** (Oracle) (5295)
7.30 **In Search of Wildlife** The Glacis of South Luangwa. Wildlife artist David Shepherd investigates what action is being taken to protect elephants in the Luangwa Valley in Zambia (251)



On the track of the IRA: Tony Scannell investigates (8.00pm)

- 8.00 **The Bill: The Wild Rover** Concluding a two-part story, Roach (Tony Scannell) investigates a possible IRA cell (4947)
8.30 **This Week's Raiders of the Rainforest** In association with Friends of the Earth, **This Week's Raiders** on the alleged fraudulent misappropriation of aid money to revitalize Ghana's largest timber operation. (Oracle) (6454)
9.00 **LA Law** Something Old, Something New. Grace Van Owen (Susan Dey) is persuaded to rejoin the Los Angeles law firm, and defends a battered wife who is charged with killing her husband. (Oracle) (s) (2239)
10.00 **News at Ten** with Alastair Stewart and Trevor MacDonald. (Oracle) (Weater) (42451) 10.30 **Thames News** (518015)
10.40 **Budget Response** by Alan Both, treasury spokesman for the Liberal Democrat party (555557)
10.50 **Prisoner: Cell Block H** (7404021)
11.40 **01** Actor William Deloe and director Paul Schneider discuss the film, **Light Sleeper**. Presenter: Delving into the influence, **Earle** tale about a hit-and-run driver. Starring Mike Connors (717065)
12.10am **A Problem Aired** Dr John Cobb monitors the progress of David, who was obsessed with a past girlfriend (895511)
12.40 **Aftermath** Michaela Fraser: Delving into the influence, **Earle** tale about a hit-and-run driver. Starring Mike Connors (717065)
1.10 **Film: Sink or Swim** (1971). Misconceived adventure frolic starring Jean-Paul Belmondo as an exiled Frenchman whose plans to marry a South Carolina heiress are jeopardized by a jealous sister. Directed by Jean-Paul Rappeneau. In French with English dialogue (72913)
3.00 **The Truth About Women** Eva Pollard and guests discuss whether women need therapy more than men (3765)
3.30 **Murphy's Law** American comedy drama starring George Segal (r) (5274)
4.00 **America's Top Ten** (r) (s) (8394)
5.00 **Videoflash** Upping as outburst (r) (83315)
5.30 **ITN Morning News** with Tim Neilson (s) (3232). Ends at 6.00

CHANNEL 4

- 6.00 **Channel 4 Daily** (3527305) 9.25 **Schools** from Westminster (51164)
12.00 **The Parliament Programme** News from Westminster (51164)
12.30 **Business Daily** (11657) 1.00 **Sesame Street** (50152)
2.00 **Film: The Daughter of Rosie O'Shea** (1980). Thin musical comedy starring Jane Fonda who defies her father and follows in her late mother's vaudeville footsteps. With Gordon MacRae. Directed by David Butler (2812)
4.00 **Time to Talk**. In the last of the series, David Koepp talks about his son's death, and his travelling one-man show which aims to dissuade people from becoming drug addicts (980)
4.30 **Countdown**. Quiz hosted by Paul O'Grady and Carol Vorderman. With Nigel Rees in the dictionary corner (s) (184)
5.00 **The Oprah Winfrey Show**. Elizabeth Taylor, now aged 60, talks about her new life with husband Larry Fortensky (452987)
5.50 **Laurel and Hardy**. Six more comedians enter the mysterious world of games (s) (29576)
7.00 **Channel 4 News**. (Teletext) (Weater) (204639)
7.50 **Comment**. A personal opinion on Adult Learners' Week (256599)
8.00 **Free for All**
CHOICE: "When the news doesn't tell you the side of the story," invites **Free for All** "write to us and set the record straight." Tonight the challenge is taken up by Brandon McNally of the Tonight show. His contribution is likely to split many animal rights activists in two, exploiting an obsessive love for animals while violating the tradition of setting debates by argument and not force. McNally's distaste for hunting, factory farming and vivisection may command wide support. There will be less sympathy for wrecking butchers' shops and setting fire to department stores. McNally quotes opinion polls in his favour but the medical arguments about experiments on animals are not particularly stated to sway opinions one way or the other (2589)



Scruffy love: Mike McShane and Sandi Toksvig (8.30pm)

- 8.30 **The Big One: Tampere** Comedy series starring Sandi Toksvig and Mike McShane as co-habiting writers. Deddie becomes homicidal over Jack's obsession with tidiness (s) (109)
9.00 **The Trainer Wars**. Today's high-tech performance shows are a far cry from the original Dunlop sandshoe. This documentary examines the development of the trainer, one of the most lucrative and competitive businesses in the sport and leisure industry (r) (3541)
10.00 **The Camomile Lawn**. Sexual favours abound in the second of a four-part adaptation of Mary Wesley's novel. Starring Felicity Kendal and Paul Eddington. (Teletext) (s) (4454222)
11.15 **One Night Stand** Jake Johannessen. The comedian in his one-man show in Chicago (554853)
11.35 **Catch Five** - Joseph Heller and Rembrandt in the penultimate programme. Heller examines the painting, **The Jewish Bride** (73522)
11.40 **Russian New Music**: Letter from Volgorod. Featuring the group Orkhestron, which blends elements of poetry and movement with sounds of industry, classical and jazz music (300218)
12.10am **Dark Laughter**. Film-maker Ian Kempson sets out to discover what happened in the Holocaust, and why (422077)
1.15 **The Street**. American police drama series (3232619). Ends at 1.40

VideoPlus+ and the Video PlusCodes
The numbers now appearing next to each TV programme listing are Video PlusCodes, which allow you to instantly programme your video recorder with a VideoPlus+ handset. VideoPlus+ can be used with most video. Tap in the Video PlusCode for the programme you wish to record. For more details call VideoPlus on 0800 192044 (lines charged at 40p per minute plus 10p per line) or write to VideoPlus+, VTM Ltd, 77 Fulham Palace Road, London W6 9JA. VideoPlus+ (TM, PlusCode) and Video Programmer are trademarks of Gemstar Marketing Ltd.

SATellite

- SKY ONE**
Via the Astra and Marquise satellites.
6.00am **The 11th Hour** (1972) 8.40 **Good Morning America** (1978) 9.00 **Good Morning America** (1978) 9.30 **Good Morning America** (1978) 10.00 **Good Morning America** (1978) 10.30 **Good Morning America** (1978) 11.00 **Good Morning America** (1978) 11.30 **Good Morning America** (1978) 12.00 **Good Morning America** (1978) 12.30 **Good Morning America** (1978) 1.00 **Good Morning America** (1978) 1.30 **Good Morning America** (1978) 2.00 **Good Morning America** (1978) 2.30 **Good Morning America** (1978) 3.00 **Good Morning America** (1978) 3.30 **Good Morning America** (1978) 4.00 **Good Morning America** (1978) 4.30 **Good Morning America** (1978) 5.00 **Good Morning America** (1978) 5.30 **Good Morning America** (1978) 6.00 **Good Morning America** (1978) 6.30 **Good Morning America** (1978) 7.00 **Good Morning America** (1978) 7.30 **Good Morning America** (1978) 8.00 **Good Morning America** (1978) 8.30 **Good Morning America** (1978) 9.00 **Good Morning America** (1978) 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